

FEBRUARY 16, 1952

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# LEATHER and SHOES

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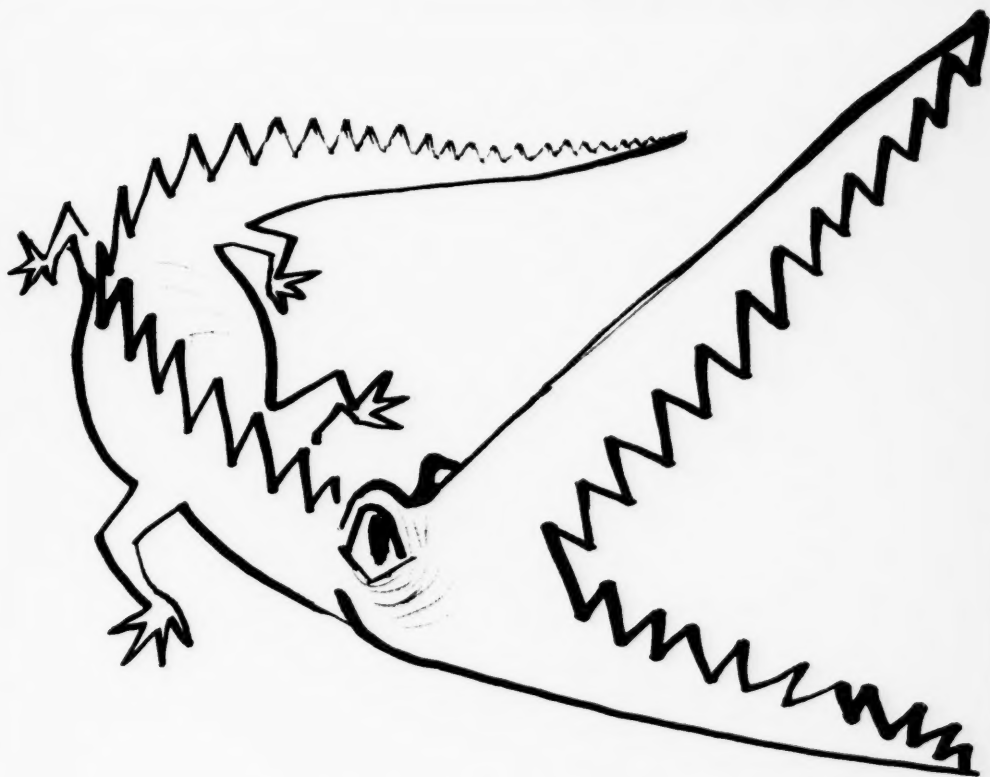
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# PROGRESS REPORT ON LEATHER

## *The ledger shows leather consumption declining, especially in shoes*

IT is a commonly painful experience for a businessman to presume his business is progressing at a satisfactory clip, but then at the end of the year to look at his ledger to learn that his sales and profits have been knocked for a loop. It's about time the leather industry took a good look at its own ledger and faced some unpleasant but significant figures.

One simple but startling fact stands out. We are making and using less leather today than we were before World War II—despite the enormous increase in the production of end products which have commonly consumed leather. Whereas today, the shoe industry should be consuming nearly 200,000,000 more feet of leather than it did prewar, it is using 5,000,000 fewer hides and skins.

### Figures Startling

We have just completed a brief analysis for this "progress report," and the figures brought us up short. In 1939, we produced 424,000,000 pairs of shoes. In 1950, it was 512,000,000 pairs. This was an increase of about 20 percent. Therefore, had the leather industry (shoe leathers alone) kept pace with the shoe industry's output, there should have been a proportionate increase in 1950 as compared with 1939, or an increase of nearly 200,000,000 feet of leather.

A look at the accompanying table presents the picture graphically. While cattlehide shoe upper leather showed a good increase, proportionate with the increase in shoe output, all other shoe leathers showed a decline. And the total of all shoe leathers showed a decrease of five percent. Sharpest declines were shown by sole (23 percent), and calf and kip (30 percent).

Other leathers have shown appreciable declines. Sheep and lamb, for example, have dropped 29 percent, and the consumption of these leathers

### LandS Editorial

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by the glove and garment trade has fallen 33 percent. There have been some increases in the relatively small fields of consumption. For instance, belting and mechanical leathers up 25 percent; bag, case and strap up 100 percent; upholstery up 30 percent. However, even in these instances the increases are substantially behind what they should or might be.

For example, America's industrial plant has expanded enormously, an estimated 350 percent, since 1939. Consumption of belting and mechanical leathers have in no sense kept pace with this expansion of the field consuming its leathers. In 1950, how much of the bag, case and strap leather went for military purposes?

And it is here where the loss has been felt, a decline of five percent, or some 200,000,000 feet less than should be. Sole leather has been assumed to be the principal source of decline. But even if we exclude the "loss" of the approximate 1,700,000 hides for sole leather, 1950 from 1939, there is still an enormous footage of other leathers to account for.

The increase in cattlehide upper leathers (26 percent) can be deceptive. The increase is real enough, but much of it has probably been made at the expense of more costly leathers such as calf and kid. The figures in the table reveal this. For instance, in 1939 about 14 percent more cattlehide upper leather than calf and kip was used in shoe uppers. But in 1950 this difference expanded to 33 percent. The same relationship, cattlehide upper as to kid, showed a similar substantial rise in the proportionate use of cattlehide upper leathers.

The important thing is not the gain of one leather at the expense of others,

	1939	1950	% up or down
Shoe Production	424,000,000	512,000,000	20% up
Cattlehides	22,100,000	24,400,000	10% up
Sole	7,800,000	6,100,000	28% down
Upper	12,100,000	15,400,000	26% up
Calf and Kip	14,000,000	10,600,000	30% down
Goat and Kid	40,400,000	37,100,000	9% down
Sheep (shoe)	11,600,000	10,700,000	8% down
Leather totals	108,000,000	103,000,000	5% down

Or, putting it another way, would this branch of leather production have shown a 100 percent increase without military business? There has been an enormous increase in use of synthetic coverings for upholstery. But this is one field where the leather group has "earned" its increase—specifically through the Upholstery Group's excellent promotional efforts.

However, it is the shoe field which consumes the great bulk of leather—some 37 percent of the total produc-

tion. And it is here where the loss has been felt, a decline of five percent, and a decline in potential use of nearly 200,000,000 feet of shoe leather.

We fully realize, of course, that such figures can be tricky and deceptive, but essentially the basic theme holds true: leather production has not kept pace with shoe production; the consumption of leather has not kept abreast of the consumption of footwear.

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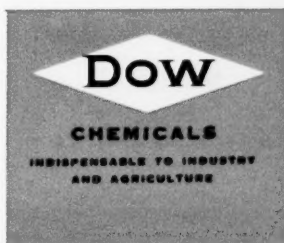
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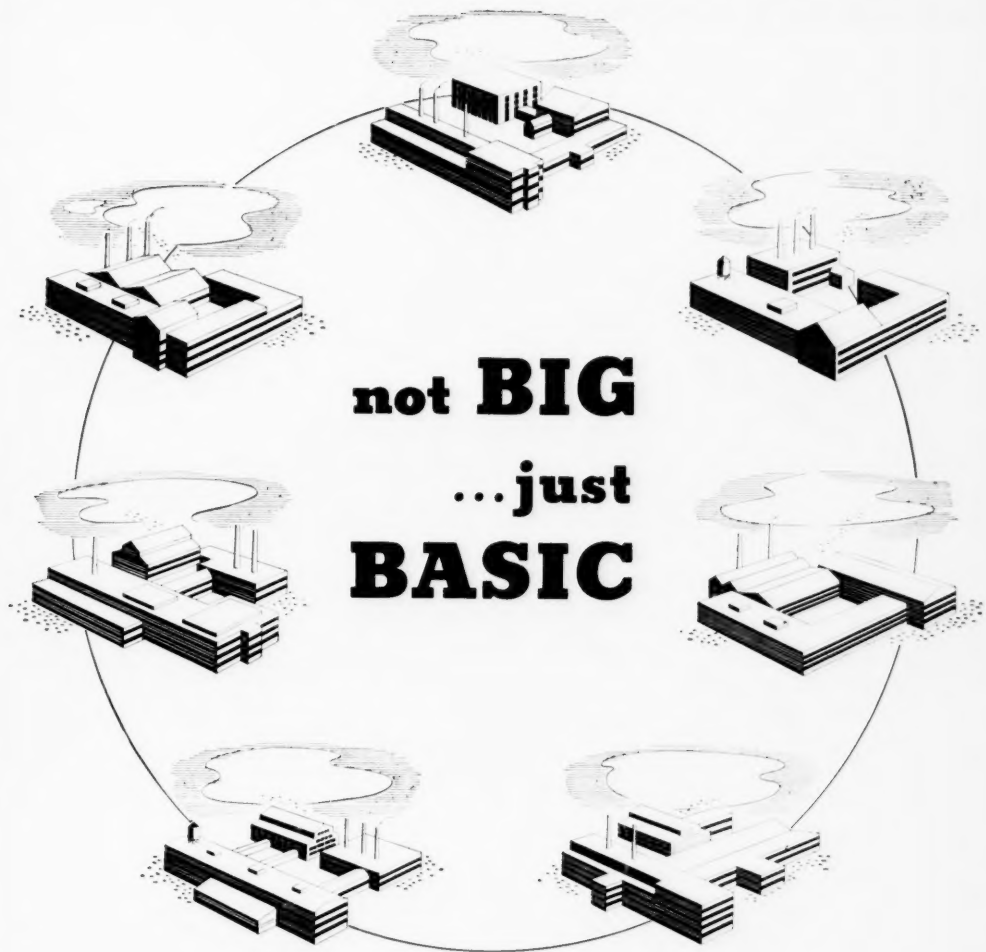
## High Fronts on Low Heels

A fresh, new slant in designing women's and misses' Summer casuals is the use of the high-riding front theme. Although these shoes are built high on the vamp, styling stresses a light feeling and look. The idea is workable in combination with many of the newer trends being used in women's dress shoe designing. Chief among these is the naked back theme, with which there has been much experimentation and expectations for fairly good consumer acceptance. Here are five low-heeled shoes created by Miss Evans for casual use, each embodying a high in front effect with its own distinct style features.



- A. Criss-cross front effect in multi-colored kid forming a high-riding vamp on low-heeled sling back.
- B. T-strap gives a high feeling and connects the instep strap to the band on the vamp of this all-over calf shoe.
- C. High vamp line sets off strapless quarter. Goring under instep bow for adjustment in this kid wedgie.
- D. An attractive wedge sandal of linen with kid circle appliques on vamp and instep strap.
- E. Two-tone or two-texture casual in closed toe sling. Scalloped seam up front of high vamp is attractive overlay idea. Suggested in calf and linen.

Designs by Bea Evan, New York



It is basic to be larger than just large enough — to have houseroom for the next customer after he's been welcomed in. It is basic, too, to have what it takes to bring him in and to have ready for him the goods and service he is looking for. To make better box toes — and enough of them — it became basic for us to own and operate a felt mill, a rubber plant, and finally a plastics fabricating division as supplements

to our impregnating and calendering units. In order to reconcile manufacturing processes to new raw materials — to coordinate box toe activation to speedier shoe lasting — to develop clean, white thermoplastic toes that permanently attach to shoe linings, it became basic to research new fields from electronics to metallurgy. We find ourselves liking the job, as you will like the results of it.



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# NEW WAY OF LASTING MEN'S SLIPPERS

*Machine cement lasting for speed, economy and better shoes*

By Gordon Cooper

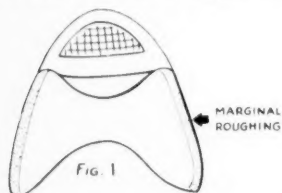
International Shoe Machinery Corp.

**D**URING the past twenty years the shoe industry has witnessed a dwindling production of men's hand-turned slippers. Progress in machinery and methods has enabled slipper manufacturers to maintain the quality of their products and produce more slippers at lower cost. With the master craftsmen of the turn slipper industry rapidly becoming legendary, a new method of machine cement lasting is gaining increasing prominence.

Following are the step-by-step operations from the stitching room through the lasting room, that have proven successful in producing quality hard-soled slippers by this new method.

Machine cement lasting requires good left and right patterns with adequate lasting material. Too much lasting allowance is just as detrimental as not enough.

**Lining Material:** All lining should be cut full with the upper. Smooth sheepskin and smooth imitation materials must be roughed on a

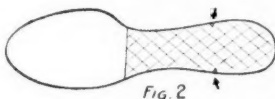


marginal roughing machine approximately  $\frac{3}{8}$  inches all around on the side which comes in contact with the innersole. This must be done before the vamp is closed. Due to the natural bonding properties of cloth, faille, etc., it is not necessary that materials of this type be marginal roughed. (See Fig. 1. Vamp lining folded back to show location of box toe.)

**Lasts:** It is not necessary that full iron bottom lasts be used. Thus cost savings on new wood can be realized. It is important, however, that the last be equipped with a steel heel plate for counter fastening and heel nailing.

**Innersoles:** Where cost savings are an important factor, a lightweight resilient board without fibre toe tucks can be used at less expense and for an excellent end product. It is quite important, however, that the innersole have good latex bonding qualities. Fibre boards or compositions of layers of paper are not suitable for this purpose.

**Innersole Notches:** Care must be taken in obtaining a uniform location of the wings of the vamp when assembling so that a constant and sure lock is established. This can best be done by notching the



innersoles on both sides at a predetermined location. (See Fig. 2. Innersole with tuck, showing approximate location of notches for locating wings of vamp.)

**Innersole Cementing:** Innersoles may be cemented before they are tacked to the last or afterwards either by machine or by hand.

**Preparation of Vamps:** After the vamps have been closed and all stitching room operations completed, it is necessary that the following operations are followed through with careful supervision.

**Tempering of Vamps:** It is important that the vamps be thoroughly tempered. This is accomplished by lightly sponging with water the inside of both the lining and the upper in the area of the ball only. In production vamps are tempered in case lots.

**Box Toes:** Water soluble Buckram box toes of one, two or three ply, are recommended. Common practice is to thoroughly wet the box toe and then let all surplus water drain off. The box toe in this condition is then placed on the inside of the upper approximately  $\frac{1}{2}$  inch away from the edge at the toe. (See Fig. 1.)

**Cementing Vamps:** The placing of the box toe and cementing the vamp is done as one operation. As soon as the box toe is located, the sides and toe are cemented with a wide ribbon of a suitable latex. This can be applied either by brush or machine. The lining is then folded over and pressed together smoothing out any wrinkles that might occur. This is done while the cement is still in a wet condition. Latex cement is then applied to the roughed portion of the lining using a lip cementing machine. After the cement is dry, small pieces of soft felt cut in the shape of a box toe are dampened and placed between each vamp at the toe section. This method keeps the box toe in good temper and ready for lasting. The vamps are now stacked one on top of each other in case lots, immediately wrapped in a damp burlap bag and placed in a wooden box. In this condition the vamps and box toes will keep in temper for several days at normal temperatures.



**Assembling:** Assembling is done by hand using either tacks or staples. The soft felts which were placed in the toe sections are removed and returned to the upper cementing room. The wings of the vamps are located by notches on the innersole and are tacked at this location. The slipper is then pulled over by machine with

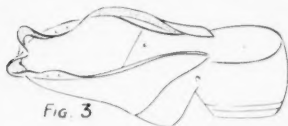


FIG. 3

the pulling over tacks located as far on the outside as possible. (See Fig. 3. Pullover ready for side lasting. Tips of wings located by notches on innersole. Roughing of lining is indicated.)

**Lasting:** The upper from one wing of the vamp around the toe and back to the other way is then lasted in one complete operation on the Kamborian Cement Side Lasting Machine. This machine provides a constant pull while at the same time bonds the upper and lining to the innersole.

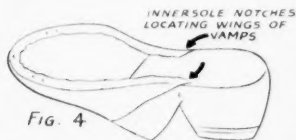


FIG. 4

The entire operation is completed in a matter of seconds. The slipper is then ready for roughing and subsequent sole attaching. (See Fig. 4.)

In summing up this method of cement lasting slippers by machine, it has been found that due to using water-solvent box toes, timing and tempering control are of paramount importance. The use of good latex adhesives is also an important factor in the success of the quality.

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# ACCIDENT EXPERIENCE IN TANNERIES

## *Analysis of accident causes and cures in a "typical tannery"*

By Arthur J. Shay

Safety Engineer

Zurich-American Insurance Co.

I will first present an analysis of accidents which have actually occurred in a representative tannery. A group of 173 consecutive cases requiring medical attention have been selected.

In this analysis of 173 cases requiring medical attention, there were: 31 eye cases, which amounted to 17 percent of all the accidents; a total of 21 accidents caused by hand trucks, amounting to 12 percent; 19 accidents caused by handling material, or 11 percent; striking against objects, 17 accidents or 10 percent; eight knife cuts resulting in four and one-half percent of the accidents; seven cases or four percent due to dermatitis; six cases of wood splinters, amounting to three percent; five machine accidents, five burn cases, five foot injuries and five falls, each accounting for two percent of the accidents, and four elevator door accidents.

### **Watch Your Eyes**

These major groups constitute 72 percent of the total accidents. Other types of cases were hand-tool accidents due to falling material, and other cases difficult to classify.

The eye accidents constituted the largest number of cases in this particular tannery. Many of these were due to foreign bodies in the eye resulting from particles in the air. There were six cases of chemicals in the eye, such as lime, and two cases of thinner being splashed in the eye.

Several eye injuries occurred when employees were throwing sides of stiff

dry leather, and were struck in the eye by the edge of the leather. This latter type of accident is constantly cropping up in tanneries and prevention of them is a matter of education of the employee.

In actual practice it is usually more difficult to teach a man how to do a comparatively simple thing such as safe handling of these sides, than some more complicated operation. But where the accident analysis shows that eye injuries have occurred, and especially when the injury has been severe, then the supervisor can more effectively convince the worker that this simple operation should be done the safe way.

The prevention of eye accidents presents a particularly difficult problem due to the wet conditions encountered and the splashing of water and various other solutions. Also there are conditions of mist from hot water and steam that would constantly fog eye shields or goggles and expose the employees to more danger than lack of eye protection. Eye shields should, of course, be used in handling acids and dry alkalies, but would be impractical in the hide house and beam house.

Eye protection should be mandatory in the maintenance and tacking departments. A very important safety precaution is the provision of eye wash units located at strategic points in the plant. It is essential that the eye be washed thoroughly and as quickly as possible when acids or alkalies contact them.

In this analysis 12 percent of the

injuries were due to hand truck accidents. Some of these accidents were quite serious, involving back injuries from strains and falls, fracture of the foot, fracture of the arm, strains and sprains of the arms, shoulders and legs, and several hernia cases. Some of these injuries resulted in permanent disability and a considerable amount of lost time from temporary disability.

They are due to uneven and slippery floors, overloading of trucks, lack of sufficient manpower for moving trucks, poor maintenance of trucks resulting in dry bearings, and poor bearings, such as plain type in place of roller bearings. Also it was found that trucks with rubber tired wheels required considerably less effort to move than trucks with plain steel wheels.

### **Graphic Illustration**

An illustration as to what can be accomplished in eliminating these accident producing factors in connection with hand trucks, is the program put into effect at one plant with which I am familiar.

1. A pressure lubricating system was installed to grease the trucks and a record kept of the greasing so that they were lubricated at the proper intervals.
2. A program was instituted to replace all plain bearings of trucks with roller type bearings.
3. Steel wheels were replaced with rubber tired wheels.
4. On heavy loads of hides up to 3,500 pounds, a strict rule was enforced requiring four

(Continued on Page 41)

for satisfaction plus in grains and suedes  
specify

# CALCOCID<sup>\*</sup>

**LEATHER BROWN G**

**LEATHER BROWN GD**

**LEATHER BROWN R**

You'll get a *large* measure of satisfaction when you apply the CALCOCID LEATHER BROWNS, either alone or in combination. They will produce a range of colors, from yellow-browns to red-browns or tans, on either grain or suede leathers.

The CALCOCID LEATHER BROWNS work well on chrome tanned kid, calf, side-leather or sheep, and on chrome tannage or syntans. They are also desirable as shading dyes for other dye combinations, and they produce clear uniform shades with good glazing properties on grain leather.

Ask your Calco representative  
for full information.

**\*Trade-mark**



*AMERICAN Cyanamid COMPANY*  
CALCO CHEMICAL DIVISION,  
DYESTUFF DEPARTMENT  
BOUND BROOK, NEW JERSEY

REPRESENTED IN CANADA BY  
NORTH AMERICAN CYANAMID LIMITED,  
CALCO CHEMICAL DIVISION  
MONTREAL—TORONTO

NEW YORK • CHICAGO • BOSTON  
PHILADELPHIA • CHARLOTTE  
PROVIDENCE



# NOVEL INFANTS' SHOE SIZE CHART

*Potvin Shoe Co. makes a good salesman out of a shoe box*

**T**HE size and fit of an infant's shoe is more important than perhaps at any other stage in life. For it is during this stage that many of the bones are yet unformed, are almost gelatin-like in composition, and hence are subject to ill effects from even the slightest shoe pressures. More and more parents are recognizing this, and increasing attention is being given to care in selecting infants' footwear.

It has also been foremost in the mind of Richard V. Potvin, head of the firm of the same name producing the Buntees line of infants' and babies' shoes in Brockton, Mass. Some time ago he asked himself, "What can I do about it—some tangible step that will help mothers determine when the child is ready for a new pair of shoes? And if, as is done so frequently, the shoe is purchased by the parent without the child brought into the store to be fitted, how can these 'blind' purchases be assured of proper size and accurate fit?"

Various producers of juvenile footwear had size charts printed somewhere on the shoe box—or on a leaflet enclosed in the box. However, Potvin, after a detailed study of these, felt there was one important factor missing in these: a simple means of assuring proper placement of the foot on the chart to obtain the right size.

For example, if the infant's foot is placed on a leaflet type of size chart, the restless little foot can easily move a bit forward or backward from the heel line, or left or right. Obviously, a wrong size reading would result.

Potvin decided there should be some positive guide line in this method—something to "hold" the

(Concluded on Page 40)

**SAVE THIS SIZE CHART**  
It tells you when your baby needs a larger size in

**Buntees**  
U.S. Pat. No. 2,537,602

*and last* **MOCCASINS**

**IMPORTANT**  
Allow one-half size over chart reading for normal growth.  
Example — measures 2½ order size 3.)

**With this chart you can keep your baby comfortably fitted in Buntees and aid the normal growth of baby's feet in Nature's way. Place the baby's heel as indicated, against the end of the box cover, with one side of the bare or stocking foot just touching the side of the cover. If the opposite side of the foot at the widest part comes inside of, or just reaches the line marked "C", order C wide; if over that line order D or E wide Buntees. The line just above the tip of the longest toe tells the size of the baby's foot.**

*Here's what baby specialists say about baby shoes:*

It is very important to start a baby in the right kind of shoes. Developing muscles and bones need a shoe that is the nearest thing to going barefoot—a soft, flexible moccasin, roomy at the toes and fitting the heel snugly. Proper fitting is a necessity. Children's feet grow rapidly; they need new shoes every four to eight weeks up to the age of three. Never let the child's toes touch the ends of his shoes. A shoe that is either too short or too tight can do serious harm.

**BUNTEES meet these requirements. See the bottom of the box for construction features.**

**PUT RIGHT HEEL HERE**

Pat. Pending

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## **CELASTIC\* gives Postman FIRST CLASS Comfort!**

*(Toe Linings stay Tight and Unwrinkled after  
Two Years Wear—in All Kinds of Weather)*

Like policemen, salesmen and others who must earn a living on their feet, the postman appreciates maximum comfort in his shoes. With Celastic he gets this comfort in the toe area, because linings are smooth and the box toe holds its shape for the wear-life of the shoe.

The sure union of lining, box toe and doubler produces tight wrinkle-free toe linings, and brings a measure of quality to your footwear that will be reflected in loyalty to your brand name.

Build Celastic into your shoes — it pays.

**UNITED SHOE MACHINERY CORPORATION**

BOSTON, MASSACHUSETTS



Here's an unretouched "cutaway" photo of a shoe worn by Mr. Claude L. Voorhies, a postman of Nashville, Tenn. Mr. Voorhies states: "I wore these shoes for two years on my mail route, covered eight miles a day and at no time suffered toe discomfort due to loose and wrinkled toe linings".



\*Celastic is a registered trademark of the Celastic Corp.

# NEW IDEAS IN SHOE CONSTRUCTION

*Ways to achieve quality and economy in making footwear*

## GOODYEAR INSOLE FOR HIGH STYLE

Despite the legion of Goodyear Welt insoles, Figure 1 introduces a construction unique and practical. This particular insole is coated on the bottom side with a canvas surface. It also appears to be channelled on the bottom side. However, this channel seems to be of the lip type.

Figure 2 affords a side view far more comprehensive. Here the essential features are clearly indicated. The fabric rib shown stitched to the foot side is much higher than the one stitched to the flesh or lower surface. Still, it seems reasonable that with the correct kind of sewing machine guide, both these ribs may be attached in one operation.

Quite important, the top fabric is stitched on only in the forepart, from ball to ball. Also important, Figure 3 shows how the top surface is grooved to receive the stitched-on thickness of the fabric so that when it is ultimately turned over the in-

sole and higher fabric is turned down over the insole feather and shaped up against the bottom rib, all at right angles to the insole bottom.

Another feature here develops in that the insole feather becomes greatly strengthened so that it will not curl up at the edges to make bunches and ridges so uncomfortable to the wearer's foot. Hence one of the great objections of making Goodyear Welt insoles of soft materials is corrected.

The structural advantage of all this lies in placing the seam in more integral relation with the insole. With the Economy, for example, there is the danger of sewing the seam too "high," resulting in a gaping of the area between the welt and upper. This construction, on the contrary, makes for insole integration as tight as that of the old solid.

As for practicality of this construction, such has been proved in the Nute-Fernald, the Eno, Clark and similar insoles of the attached variety.

This insole is shown in Figure 4 as integrated with a completed bottom, welt attached. Here the superior integration is adequately proved, making this insole practical for fine women's shoes at nominal cost.

*Inventor:* Harry Lipton, Chicago; Pat. No. 2,529,034; Assigned to J. P. Smith Shoe Co., Chicago.

## TWO-PIECE WELTING

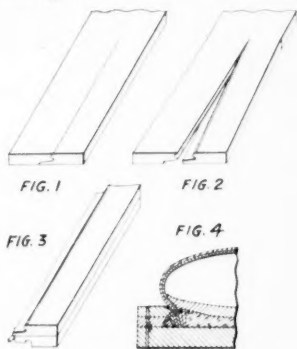
The advantages of a two-piece welting as shown in Figure 4 include economy, ease of construction, ease of attaching, and improved appearance. Figure 1 shows how a strip of leather suitable for welting is cut into two divisions, the outer side considerably wider than the other.

Figure 2 shows the strip sufficiently cut and spread apart to disclose how the division is cut for subsequent fitting together of the two sections shown in Figure 3. In this latter illustration, one may note that the wider section is placed on top; there it is held in position through a previous coating of cement to the opposing surfaces.

A portion of the rand in process of removing is shown also in Figure 3.

The U-type of groove is shown in Figure 3, this grooving being done either before or after cement bonding of the parts.

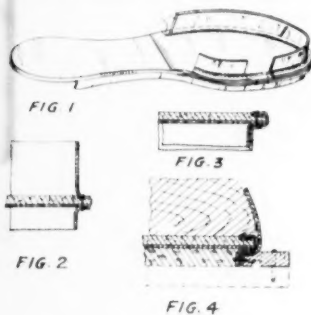
The next step is to mold this combined unit for easy attaching without undue strain on the welt insole, both in the operation of welting the shoe and to minimize the delayed action of the leather welting in process of attaching, and thus keep the insole stitches tight. The latter is quite important in the use of heavy welting.



From all this, it is obvious that there is little more burden on this heavy welt combination than if it were a welt of light iron. This is indicated in Figure 4, wherein one may note that the welt is placed in inverted position in comparison to the position in Figure 3. Here the welting machine needle, Figure 4, passes largely through the bottom thickness, scarcely touching the edge of the other inside thickness. This demonstrates that the top layer of the welt depends on the previous cement bond and the subsequent Goodyear stitching to the outsole.

The illustration shows the technique of securing a greater iron to shoe edges, together with improved flexibility owing to dependence on close fitting of the top part of the welt to the upper under the lip of the insole.

*Inventor:* William Vizard, Brockton, Mass.; Pat. No. 2,530,927; Assigned to Barbour Welting Co., Brockton.



sole feather, the subsequent top surface made by the turned-over fabric is parallel with the surface of the insole bottom.

Another significant feature of this method of folding the fabric over the edge becomes apparent when one realizes that the very act of so folding covers the stitching on the foot side. This corrects the long-standing inhibition against thread showing on the foot surface of the insole.

Figure 4 introduces the actual making of the insole rib wherein the





**Don't be misled by growing volume of Administration reports pointing to decontrol.** True enough, business and economic conditions warrant relaxation of supply and price ceilings. More significant, as far as Administration is concerned, is fact 1952 is an important election year. This is biggest reason behind catering to public's demands for decontrol.

**Real relaxations are months away.** Congress must do plenty of talking, dickering and wrangling before it will do anything significant on Defense Production Program. Also, full impact of military program not expected to hit civilian supplies until later this year. If controls were removed in meantime, it would be necessary to reimpose them when prices began another climb.

**Fact is, talk about decontrol is popular now.** Public wants to hear it, so NPA and OPS are supplying the words. President evidently feels that present situation is short range, that controls are needed for another two years at least. However, control agencies can afford to go along with public opinion, knowing well that all action is in hands of Congress.

**OPS is not first agency to jump on decontrols bandwagon, as some suppose.** NPA has been riding wagon for several weeks already; witness opening up of various commodity quotas (hides and skins, etc.) and removal of horsehide allocations. Julius Schnitzer, chief of NPA Leather Section, has freely admitted he favors lifting of domestic hide and skin allocations as soon as possible. Betting is that Feb. will prove last month calling for rawstock permits. Action of Office of International Trade this week in boosting hide and skin export quotas may bear this out. OIT says move is test to see how increase in exports will affect domestic supplies, now more than plentiful.

**But removal of controls can be as delayed and complex as imposition.** For example, most will be on selective basis with various "soft goods," depressed in price, drawing attention first. Once prices are decontrolled, question will arise whether to lift wage lids. This will apply to CPR 2 covering hides and skins and CPR 41 covering shoes. As OPS says, however, real extent of price weakness not yet fully determined. Threat of general inflationary pressures will hang on for several months at least.

**Merger of leading shoe unions still on horizon.** Top officials of United Shoe Workers of America, CIO, and Boot and Shoe Workers Union, AFL, due to meet first week in March to talk over possibilities. Both unions very much interested in joining forces, convinced that action would provide unified front in future dealings with shoe management.

**Actual merger will take time.** However, it appears possibility for not too distant future. When it does come, and union officials feel this is inevitable, it will clarify much of shoe industry labor situation. Union officials are already talking benefits of unified platform, including single wage scales. Many details still to be worked out but the idea is definitely there.

**Interesting point arises about recent strike of CIO shoe workers at Florsheim Shoe Co. plants.** Strike lasted 10 weeks with workers finally getting six-cent pay increase. Scuttlebutt is that company offered six-cent hike even before strike but union held out for eight cents, finally agreed to six and certain other concessions.

**Difficult to see where workers really benefited.** On basis of 40-hour week, worker would have earned 80 cents more per week if he won two cents hike. As it is, workers lost \$40 per week average or \$400 for 10 weeks of unemployment. Even if worker won two-cent hike for 80 cents more per week, it would take him over nine years to make up the \$400 he lost during strike... not a very equitable exchange.

**Government clampdown on Czech shoe imports now 100% effective.** So says Commerce Department. Retaliatory measures by State and Treasury Departments against Czechoslovakia for William Oatis incident and mounting Czech restrictions on American diplomats turned the trick. Treasury first announced it would apply full penalty of 100% of merchandise value against Czech goods entering U. S. without consular invoice. Then State Department applied clincher by stating U. S. consuls in Czechoslovakia were so burdened that there would be "indefinite delay" in processing applications for consular invoices. Even when Czech exporter managed to get invoice, he was forced to pay high customs duties under 1930 tariff act. Result: no more shoes shipped here.

# OPS STUDIES PRICE DECONTROL

## BUT SHOE CEILINGS MAY HOLD FOR MONTHS

### Truman Asks for Two-Year Extension

The Office of Price Stabilization set up a committee this week (Feb. 11) to study price decontrol over shoes and other areas where price pressures are absent. Months are ahead before any action.

President Truman, the same day, asked Congress to extend for two years and strengthen the Defense Production Act, the authority for price and wage controls, allocations and a broad series of other defense powers.

The decontrol action saw Price Director Michael V. DiSalle, who is retiring to run for the Senate from Ohio, set up a seven-man OPS committee to explore:

1—Price decontrol where price pressures are absent.

2—Reducing record-keeping requirements on business.

3—Standards to test whether decontrol is feasible.

The President's action, which came in a message sent to Congress, contained no surprises. He asked repeal of three sections of the present law due to expire next June 30.

They are:

1—The Capehart Amendment, providing that price ceilings reflect cost increases from the Korean outbreak to July 26, 1951.

2—The Herlong amendment, guaranteeing pre-Korean percentage mark-ups to wholesalers and retailers in any price ceilings.

3—The Butler-Hope amendment forbidding cattle slaughter quotas.

The President asked a boost from \$2.1 to \$3 billion in the amount of government loans, guarantees and purchase commitments permitted to be outstanding at any one time under provisions of the defense act. He asked repeal of a section banning imports of fats and oils, cheese, rice and certain other products, a ban in effect when the commodities are surplus in the U. S.

Truman said more inflation is ahead, and gave two reasons. One was limits on production of civilian goods, and the other "the existence of very large reserves of purchasing power, and of very high personal incomes."

He added: "This potential purchasing power could turn into a sudden flood of demand. If businessmen and consumers were to throw their funds into a competition for the present limited supply of goods, the result would be tremendous new pressures on prices."

The President had little to say about deflationary aspects in the economy, except this: "At the present time, there are strong, continuing pressures on prices in many important areas of our economy. Some prices have receded in the past year from ceiling levels. But well over half of the nation's business today is done at prices held down by price ceilings, and many of these prices are pushing hard against their ceilings. This is true, for example, on such basic commodities as metals and chemicals, industrial equipment and many foods. There are also strong upward pressures on many wages and rents."

Despite the President's refusal to recognize the problem, at least in this message, there is a general belief that the issue of price decontrol will advance to the forefront in the months ahead, as Congress considers extension of the measure.

In fact, there is a wide feeling that the OPS action on decontrol, which at this writing is nothing more than lip service, was taken expressly to jump the gun—before Congress does.

The general feeling is that the Congress, in extending the defense act, as it seems destined to do, will put into it some standards, or guides, under which decontrol either may or must be instituted by the price control agency.

### SLOW SHOES

Detroit police are looking for a "Cinderella" burglar who ran right out of his size 8 shoes when policemen started shooting at him. Two policemen surprised the burglar as he was robbing a local dairy bar.

The burglar made his escape down a back alley but not before he had lost both his shoes. Police said he fell as the shoes came off his feet but managed to scramble back to his feet and make a getaway. The shoes are being held for their wearer.

## HIDE EXPORT QUOTAS ARE BOOSTED AGAIN

### Action a Test on Domestic Supplies

A larger export of cattlehides, kips, calfskins and certain cattle parts was authorized Feb. 11, effective at once, by the Office of International Trade of the Commerce Department.

The action had been sought by a group of officials of 10 associations, including the National Hide Association, in a meeting Jan. 29 with Loring K. Macy, head of the OIT. Industry officials claimed the action might provide markets, and firm up hide prices.

OIT raised Jan., Feb. and March quotas of wet cattlehide and buffalo hides from 60,000 hides to 250,000; the wet and dry calfskin and kips quota from 100,000 to 200,000; and the cattle parts quota from 600,000 pounds to 1,500,000 pounds.

The new totals, said one OIT official, are in excess of applications to export.

### New License System

An open end licensing system is put into effect for cattle, oxen and calf tail hair, and horse mane and tail hair, in place of the previous restriction which held exports of these hairs at the 1950 levels. Open end means virtually unrestricted exports, although the OIT, by controlling licensing, may bar exports to unfriendly nations.

"A generally favorable supply and demand outlook for hides and skins for the current year, as well as seasonal factors in domestic demand has made the quota increase possible," said the OIT.

"Because domestic demand for hides and skins usually is low at this time is another reason why hides and skins are more readily available for export."

The present action, amounting to a temporary increase in export quotas, which have been held down for the past year to conserve domestic hide supplies, is understood to be a test. If hides continue in plentiful supply at home under the higher export quotas, the prospects are for larger export quotas, and possibly open end licensing during succeeding quarters, OIT explains.

## MILITARY ACCUSED OF WASTE BUYING

### Pearson Says Army Overpays On Footwear

Charges of wasting taxpayers' dollars by paying too much for footwear and other items and competing with each other in procurement programs were flung anew at the Armed Forces this week.

In his syndicated column of Feb. 12, Drew Pearson, nationally-known columnist, stated that the Army was paying \$24.65 per pair for a combat boot that the Marine Corps buys for \$16.80. There is "absolutely no difference" in the boot, Pearson said.

#### "Army Missed Boat"

He added that the Marine Corps offered to buy the Army's boots for them but the Army "dillydallied, let prices go up, finally bought the same boot for a higher price."

Pearson reported that the Air Force dress shoe costs \$7.19 per pair while the Navy pays \$6.08 for its dress shoes. "They are almost identical except for some stitching on the heel," he said. "The Air Force bought 1,700,000 dress shoes, thus could have saved \$1,700,000 if it had bought the Navy's shoe."

Other Congressional groups including the Senate Preparedness Subcommittee, of which Sen. Lyndon Johnson (D.-Texas) is chairman, have accused the military of "waste."

#### Department Replies

The Defense Department, in a press release later this week, defended its buying policies by labelling reports that the Army had paid \$24.65 per pair of boots to the Marines' \$16.80 were a "misleading comparison."

The Department explained that the Army price reported was based on an initial procurement of 100,000 new-type combat boots in June 1951. The Marines' procurement, it said, was made in Jan. 1951.

"The Army used five contractors to keep urgently needed supplies moving after the initial purchase. The Marines used one contractor. This same contractor was used also by the Army and it was necessary for this firm to make improvements in the boot between Jan., when the Marines' procurement was made, and June, when the Army made its purchase.

"In Dec., 1951, another order of boots was obtained by the Army at an average weighted unit cost of \$18.47 from the five contractors, who by that time, had already absorbed most of their extra costs. In addition, the Dec. procurement was subject to a price reduction provision.

"When deliveries are completed, the price will be restudied and final cost will be lower than the \$18.47 average."

### Cyrus Ching To Speak At Factory Conference

Cyrus S. Ching, director of the Federal Mediation and Conciliation Service, will be featured speaker at the dinner to be held Monday evening, May 12, during the forthcoming Factory Management Conference. The Conference will be held at the Netherland Plaza Hotel in Cincinnati.

Ching has had a long and varied career in industrial relations and has served as director of the Mediation Board since his appointment by President Truman in 1947.

The National Shoe Manufacturers Association, sponsoring organization, reports that the Educational Exhibition has been enlarged to include 72 booths as compared with slightly under 50 booths last year. All but three booths have already been assigned to manufacturers of shoe machinery, equipment and supplies.

General sessions taking place on Monday and Tuesday, May 12 and 13, have been scheduled to permit delegates ample time to visit the exhibits.

## SERLING HEADS LAST MANUFACTURERS

David G. Serling of Sterling Last Corp., New York, was elected president of the Last Manufacturers Association at its annual meeting held recently at the Harvard Club of New York.

The Executive Committee for the coming year includes C. L. Hagerman, Vulcan Corp., Cincinnati; Joseph W. Holmes, United Last Co., Boston; A. Chester Jackson, Arnold Bros. Co., East Weymouth, Mass.; Paul S. Jones, Jones & Vining, Inc., Brockton; Charles W. Marcell, Western Last Co., St. Louis; John J. Morton, Morton Last Co., Cincinnati; Robert C. Rhoades, Woodward and Wright Last Co., East Bridgewater, Mass.; Emil D. Robinson, George E. Belcher Co., Stoughton, Mass.

During 1952, the Association plans to expand its research program on various last and shoe problems in cooperation with shoe manufacturers and retailers trade groups and with the National Shoe Foundation for Disabled Feet. Special projects in product development and other fields will be carried out both by Association committees and individual last plants.

Scheduled for completion during the year is a program to revise and modernize specifications for several types of lasts purchased by the Army. This project was begun in 1949 in cooperation with the Footwear Section of the Research and Development Division of the Quartermaster General's Office.

## SHOE CHAIN GOES ULTRA-MODERN



Architectural rendering pictures new home of National Shoe Stores, Inc., popular price shoe chain, in the Bronx, N. Y. A block square in size, the new fireproofed, air-conditioned modern concrete two and one-half story structure contains warehousing facilities for over 200 stores. General and penthouse executive offices plus recreational sun terraces occupy the first floor. Louis Fried is president of the expanding 81-store chain. Among the features of the new building are window display laboratories and a "merry-go-round" conveyor belt to speed sorting of incoming shoe shipments.

## SHOE INDUSTRY HAS GOOD SALES PROSPECT

### Council Warns Against Too Much Caution

Merchandising possibilities of the richest and most potent kind are "opened up" for shoe manufacturers and retailers due to the recent readjustment of the raw materials market, the Tanners Council points out.

"Shoes are going to be sold this spring and they could be sold at a rate equal to 400 million pairs or so a year, which the population of the United States needs," the Council said. "Shoes will not be sold, however, if the stores do not have merchandise in stock when it is wanted."

"Distributors who sense the opportunity at hand will be able to do the brisk and solid business which consumer demand indicates as possible and very probable. Stores which become late deliveries because of late orders will not be able to exploit a real merchandising prospect."

The Council bases its opinion on a hide and skin market which has experienced "one of the most strenuous declines on record." Because of this decline, risks have become "virtually negligible compared with the possibilities in previous months . . . here is an opportunity to be exploited, and the underlying facts of production and consumer demand confirm that opportunity in the strongest terms."

Not enough shoes were made last year to match the level of retail sales, the Council adds. The severe decline in output last year for all practical purposes washed up any excesses that might have carried over from 1950.

"Enough shoes are moving across the nation's counters to maintain the record of slightly better than three pairs per capita and to require annual production considerably higher than last year."

"As matters shape up currently, the risk and the cost of losing business can very easily be far greater for all manufacturers and retailers than market risks. It would be foolhardy to guess at exactly where prices and values will settle, but it is equally obvious that prices have approached a zone in which stability can be found."

### 210 Associates Launches Year Book Drive

Kick-off dinner of The 210 Associates, Inc., 1952 Year Book Campaign was held Wednesday evening, Feb. 13, at the Hotel Somerset, Boston. The affair was attended by more

than 40 enthusiastic solicitors of the drive.

Joseph T. McCauley, president of The 210 and sales manager of Allied Kid Co., announced that Edward F. Casey, vice chairman of Danvers Shoe Co., Inc., Manchester, N. H., and George Shapiro, treasurer of Gold Seal Rubber Co., Boston, have been appointed co-chairmen of the campaign for this year.

McCauley told the gathering that more than 60 percent of the relief now being given by the association was extended in the New York and St. Louis areas. He also pointed out that total relief expenditures in 1950 and 1951 were nearly three times that expended in the previous two years and that the coming year would probably see the greatest drain on resources of the organization.

Frederick Bloom, executive secretary of The 210, assigned over 1,000 pledge cards to solicitors present while emphasizing the necessity of returning the cards within the next few weeks. The Year Book will be published in time for the May 13 Banquet to be held at the Waldorf-Astoria in New York.

### Cyanamid Earnings Increase In 1951

Consolidated net earnings after taxes of American Cyanamid Co., New York, totaled approximately \$34,733,000 during 1951, an increase of about \$1 million over 1950 net earnings of \$33,739,000, according to Kenneth C. Towe, president.

In a tentative report on 1951 operating results, Towe stated net sales of the company and its wholly-owned subsidiaries were approximately \$339 million in 1951 as against \$322 million in 1950.

Consolidated earnings before tax approximated \$83,300,000 for 1951 as against \$69,739,401 for the prior year. Such earnings for 1951 include a \$5,330,000 distribution out of accumulated earnings by Southern Alkali Corporation, the Company's 49% equity in which was disposed of during the year. The capital gain, less Federal taxes, from this transaction was credited directly to earnings employed in the business.

Provision for Federal and foreign taxes on income was \$43,500,000 for 1951 and in the preceding year the amount was \$36,000,000.

Common stock outstanding increased to 4,167,932 shares at the end of 1951 from 3,597,344 shares at December 31, 1950, principally as the result of conversions of Preferred Stock during the year.

## OIL INDUSTRY FINDS QUEBRACHO SUBSTITUTE

### New Mangrove Process Held Superior For Drilling

A new project backed by three Dallas oil firms may provide the solution to the oil drilling industry's search for a quebracho substitute and thus release many more tons of the much-needed extract for the tanning industry.

Clark & Cowden Producing Co., Viking Oil Corp., and Roy Guffey Drilling Co., all of Dallas, have combined forces to develop a new process which is claimed to make mangrove tree bark even better for oil drilling operations than quebracho extract.

### Better Than Quebracho

Back of the project is Victor Eckholm, vice president of Viking Oil, who holds patents on a wetting agent which, mixed with mangrove bark, is superior to quebracho extract for treating drilling muds. The latter are used to cool drilling bits, remove cuttings from drilling holes, and cake the walls of a hole.

The three firms are presently engaged in producing the new extract in Panama where vast jungles of mangrove trees provide all the needed bark. In recent years, the oil industry has been consuming close to 50,000 tons of quebracho annually.

Eckholm estimates that 150,000 tons of mangrove bark are needed to equal the yield of some 50,000 tons of quebracho. A mangrove grinding mill has already been set up in Panama and the new Man Tan Chemical Co., Inc., has obtained a 25-year concession from the Panamanian Government to work vast mangrove forests in the Darien region.

The new process has been proved feasible and will shortly be put into commercial production, according to Eckholm. To date, about 70 tons of the mangrove bark have been brought into the U. S. for testing. All grinding is now being done in Panama and tests have been made during the past six months in Texas and Oklahoma. All tests were described as "satisfactory."

Cost of the mangrove bark mixture will approximate that of quebracho extract, according to Rawlins Clark, secretary of Clark & Cowden. No organized distributing setup is available as yet.

## Pennsylvania Group Outing For June 18

The Central Pennsylvania Shoe & Leather Association will hold its Spring Outing and Golf Tournament at the Schuylkill Country Club, Schuylkill Haven, Pa., on June 18, according to O. Eugene Dellinger, secretary-treasurer.

John Hungler of Armour Leather

Co., and first vice president of the group, will be in charge of the affair which includes a buffet supper and activities for both golfers and non-golfers.

Other officers of the Association are L. H. Spahr of Willits Shoe Co., Halifax, Pa., president; and D. H. Kreider, W. L. Kreider's & Sons Mfg. Co., Inc., Palmyra, Pa., second vice president.

## Wendell Morris Now With Eagle-Ottawa

Eagle-Ottawa Leather Co. of Grand Haven, Mich., has announced that Wendell Morris, well-known tanner of chrome leathers, has joined the firm on Feb. 13 as superintendent of the Chrome Leather Division.

Other appointments include R. D. Olson as superintendent of the Bark Leather Division and S. C. Sutherland as production manager.

## SHOE PRODUCTION BY TYPES: SEPTEMBER 1951

(Thousands of pairs)

Kind of Footwear (000 Omitted)	All-leather uppers					Part-leather uppers				Non-leather uppers			
	Total	Total	Leather soles	Rubber and compo- sition soles	Other soles	Total	Leather soles	Rubber and compo- sition soles	Other soles	Total	Leather soles	Rubber and compo- sition soles	Other soles
Shoes and Slippers, Total	34,888	28,645	13,316	14,934	395	1,191	442	681	68	5,052	1,091	2,499	1,462
Shoes, Sandals and Playshoes, Total	29,967	26,862	12,003	14,545	314	924	316	599	9	2,181	155	1,773	253
Men's, total	7,926	7,804	3,295	4,505	4	86	9	77		36		30	6
Youths' and boys', total	1,257	1,257	32	1,222	3								
Women's, total	14,934	12,348	6,082	6,005	261	630	298	332		1,956	155	1,659	142
Misses', total	2,028	1,826	425	1,384	17	136	2	134		66		66	
Children's, total	1,673	1,610	478	1,116	16	46		46		17		13	4
Infants'	1,309	1,287	998	286	3	17	7	10		5		5	
Babies'	840	730	693	27	10	9			9	101			101
Athletic Shoes, Total	189	189	163	20	6								
Slippers for Housewear, Total	4,386	1,360	978	307	75	255	126	70	59	2,771	931	725	1,115
All Other Footwear	346	234	172	62		12		12		100	5	1	94

## MONEY DYNAMICS



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It automatically turns receivables into cash for current operation . . . stimulates capital turnover . . . makes every dollar of assets more productive.

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*The Human Factor*

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## MILITARY BIDS AND AWARDS

### Field Boots

**February 15, 1952** — Marine Corps Supply Department, Procurement Section, Washington, D. C. Invitation No. Q covering bids on 14,034 pairs leather field boots, FF width only, sizes 5 through 13. Spec. MIL-B-15993 Marine Corps.

### Leather Pouches

**February 19, 1952** — Signal Corps Supply Agency, 225 South

13th St., Philadelphia 3, Pa., Invitation No. 11694-16-Q covering bids on 250,000 leather pouches, Signal Corps CS-34.

### Navy Oxfords

**February 25, 1952** — Navy Invitation No. 374 covering bids on 400,003 pairs of black low quarter leather oxfords, sizes 5 through 14 and widths A to F. Opening at 2:00 p.m. in New York with delivery in equal quantities in April, May and June, 1952. Spec. 55-S-43 (Sanda) dated Jan. 10, 1949.

## OPEN SOLE BIDS

United States Rubber Co., Providence, R. I. bid low at the opening of Army Invitation No. QM-30-280-52-384, offering to supply 3,936 pr. soles, full, synthetic rubber — 1,152 for Utah General Depot and 2,784 for Schenectady, N. Y. — at \$4,802 and \$4,114; terms: net, 60 days acceptance, government delivery. There were nine other bidders.

## OPEN BOOT BIDS

John Addison Footwear, Inc., Marlboro, Mass., was low bidder at the opening of Army Invitation QM-30-280-52-977—681,000 pr. service combat boots—offering to supply 50,000 pr. at \$5.56; 60 days acceptance, 1/10 of 1% in 20 days; Addison also offered 50,000 pr. at \$5.76 and 50,000 pr. more at \$5.86. There were thirty-three bidders in all. The nine next lowest follow:

General Shoe Corp., Nashville, Tenn.: 70,000 pr. \$5.72; or 140,000 pr. \$5.76; or 210,000 pr. \$5.84; 15 days acceptance, net.

International Shoe Co., St. Louis, Mo.: all \$5.83; 15 days acceptance, net.

J. F. McElwain Co., Nashua, N. H.: 340,500 pr. \$5.83; and 320,500 pr. \$5.97; and 20,000 pr. \$6.13; 30 days acceptance, net.

Doyle Shoe Co., Brockton, Mass.: 10,000 pr. each at \$6.03, \$6.15 and \$6.19; and 20,000 pr. at \$6.33; 20 days acceptance, 1/10 of 1% in 30 days.

Belleville Shoe Manufacturing Co., Belleville, Ill.: 63,100 pr. \$6.035; 15 days acceptance, 1/10 of 1% in 20 days.

Endicott-Johnson Corp., Endicott, N. Y.: 200,004 pr. \$6.20; or 440,004 pr. \$6.40; or all at \$6.31; 15 days acceptance, net.

The Hanover Shoe, Inc., Hanover, Pa.: 70,000 pr. at \$6.30; 30 days acceptance, net.

A. Freedman & Sons, Inc., New Bedford, Mass.: 75,000 pr. \$6.31; 60 days acceptance, 1/10 of 1% in 20 days.

Knipe Bros., Inc., Wardhill, Mass.: 150,000 pr. \$6.35; 60 days acceptance, 1/10 of 1% in 20 days.

• Despite the fact that the Canadian shoe industry also suffered a difficult year in 1951, **Alfred Lambert, Inc.**, Montreal shoe manufacturer, reports its net profit after taxes will be higher in 1951 than in the previous year. The company had an outstanding sales year, according to general manager J. A. Boivin.



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CABLE "ACTRASK"

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## Hooker Sales Reached New Peak In 1951

For the second successive year, sales and earnings before taxes of Hooker Electrochemical Co., Niagara Falls, N. Y., reached new high peaks, according to R. L. Murray, president, in his annual report to stockholders. The report covered the fiscal year ended Nov. 30, 1951.

Sales during the year rose to \$39,637,600, an increase of 42 percent over the \$27,397,300 reported in the previous year. Income before taxes was \$10,527,200, a gain of 49 percent over the \$7,055,300 earned the year before.

After deducting substantially higher Federal income taxes (up from \$3,285,500 in 1950 to \$6,950,000 in 1951), net income totaled \$3,577,200, equal to \$3.46 per common share. This compares with net income after taxes last year of \$3,770,300 equal to \$3.34 per share.

As of Nov. 30, 1951, current assets amounted to \$13,100,565 and current liabilities were \$4,697,261, leaving net working capital of \$8,403,304. This compares with current assets of \$10,834,564 and current liabilities of \$2,531,777 at the end of the 1950 fiscal year. Working capital at that time amounted to \$8,352,787.

During the 1951 fiscal year, Hooker spent \$5,713,500 for plant expansion and improvements. This will provide greater capacity during the coming years, the report stated.

### Heads Pattern Group



Gordon T. Heath of Hutchison Pattern Co., Inc., Haverhill, Mass., who has been elected president of the Shoe Pattern Manufacturers' Association of New England for the 1952 term. He succeeds Ernest C. Doring of United Shoe Pattern Co., Boston.

## Leather Chemists Solicit Technical Papers

The 1952 Convention Committee of the American Leather Chemists Association reports it is currently soliciting scientific papers for presentation at the annual meeting to be held Monday, June 2, through Wednesday, June 4, at the Ocean House, Swampscott, Mass.

The following information should be forwarded to Mr. F. D. Thayer, American Cyanamid Co., 1937 West Main St., Stamford, Conn.:

1. Statement by March 15 on intention to present a paper.
2. Title of paper.
3. Amount of time desired for presentation.
4. Short abstract in duplicate by April 1, suitable for program purposes.

A limit of 30 minutes is usually allotted to each paper at the meeting. Of this, 20 minutes is for presentation and remaining time for discussion. Only significant findings of each work should be offered as all additional material will be published in the *Journal*.

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### NYLSHU NYLON THREAD IS ALSO . . .

- **MILDEW-PROOF** and **FUNGUS-PROOF** . . . cannot rot.
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- **ABRASION RESISTANT** . . . stronger, longer-lasting seams—fewer returns.
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**NYLON THREAD** for Inseaming, Topstitching, Stitchdowns, Puritan, Goodyear, Littleway and McKay

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## *Specify Cyanamid Tanning Specialties*

CUTRILIN® Bates... the pancreatic "bates of choice" of the industry, are widely used in a variety of leather goods ranging from "boots to saddles". Experienced tanners

have preferred these bates for over twenty years because of their superior action and effectiveness in removing constituents of the skin not desired in the final leather.

*Other performance-proved Cyanamid Tanning Specialties include:*

**TWECOTAN®** Tanning Extracts\*... blends to meet specific tanning requirements.

**DYEWOODS** and Extracts\*... a full line for every important need.

**TANAK®** Synthetic Tanning Agents... ideal for improving the quality of leather during both chrome and vegetable tanning.

**TANAK®** MRX Tanning Agent... widely preferred by experienced tanners for upgrading white and colored leathers.

**BETASOL®** OT Wetting Agent... most powerful wetting agent available for tanning.

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INDUSTRIAL CHEMICALS DIVISION  
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*in the picture to stay for*  
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 beauty

Cyanamid—supplier of tanning specialties  
*to bring out the best in leather*

Handsome appearance . . . coupled with down-to-earth durability and solid wearing comfort . . . make genuine leather a true favorite wherever particular people gather.

Your partner in producing a quality leather product is the tanner. Wise in the ways of processing, he uses all his skill to make certain you receive a prime product worthy of your craftsmanship. So to increase your sales . . .

*make it better . . . make it leather!*



**AMERICAN *Cyanamid* COMPANY**

INCORPORATED IN NEW YORK

30 Rockefeller Plaza, New York 20, N. Y.

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## Labor Board Rules Against General Shoe

The National Labor Relations Board has recommended that General Shoe Corp., Nashville, Tenn., be ordered to cease and desist from interfering with, restraining or coercing its employees in the right to self-organization.

In its findings on a complaint filed Dec. 6, 1950, by the Boot and Shoe Workers Union, AFL, the board found that General Shoe was guilty of unfair labor practices during an attempt by the AFL union to organize factory employees at General's Ninth Ave. plant in Nashville.

Recommendations by Lee J. Best, NLRB trial examiner, stipulated that the company cease interrogating its employees concerning their union activities, affiliations or sympathies or those of their co-workers or interfering with employee attempts to form a labor organization or join the AFL Boot and Shoe Workers Union or any other as collective bargaining agent.

### Phillips-Premier to Export Irving Leathers

Irving Tanning Co., Boston, has named Phillips-Premier Corp., also of Boston, as exclusive export dis-

## STORY BEHIND THE SALE



Jerome A. Altschul (right) of Julius Altschul, Inc., Brooklyn shoe manufacturer, tells students of the Shoe Selling and Merchandising class at the New York City College Midtown Business Center what goes into the shoes they sell. Altschul described and demonstrated manufacture of children's Goodyear welts, both normal and corrective. He also discussed how the modern shoe factory operates. Left is instructor Seymour Helfant.

tributor of its Irvtan, Unique and Irvalox leathers, according to Saul Stockman, newly-appointed sales manager of Irving.

Fred N. Phillips, Jr., president of Phillips-Premier Corp., reports his firm will offer for export Irving's full line of elk and smooth side

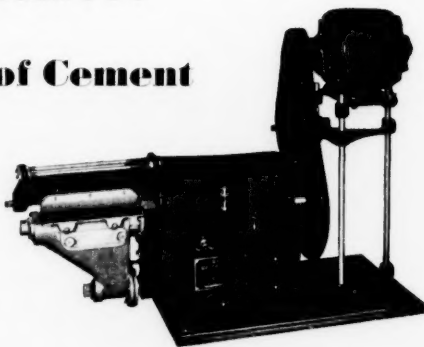
leathers, split upper leathers, soles and linings in a comprehensive color range as well as a complete line of embossed leathers.

He added that Irving Tanning will produce special-order finishes and grains for export distribution when desired.

## A Combination for Success . . . The Right Machine The Right Amount of Cement

Any cement to be successful must be applied right. Choose a B.M.W. Company cementing machine to do a specific job. We have it—or can make it for you . . . cementing machines for combining shoe cloth and upper stock, for applying reinforcements, for sole cementing and platform cementing.

To apply cement properly, call our representatives.



**BOSTON MACHINE WORKS CO.**  
LYNN MASS. U.S.A. CO.

#### BRANCH OFFICES:

Dallas, Texas	Whitman, Mass.	Columbus, Ohio	Chicago, Ill.	Kitchener, Ont.	South River, N. J.
Johnson City, N. Y.	Cincinnati, Ohio	Milwaukee, Wis.	St. Louis, Mo.	Los Angeles, Cal.	

## SALES BETTER BUT LEATHER MARKETS CONTINUE CONFUSED

*Demand Picks Up Somewhat As Prices Of Most Leathers  
Remain Soft*

Sole leathers do better business as prices grow more competitive. Sheep does well. Sides and splits only fair.

### Sole Sells

A slightly better sales picture in Boston sole leather market this week. Tanners are still far from happy over price situation but they are selling more leather and find better interest now that sole leather has become more and more competitive. Trade reports say larger shoe manufacturers are growing more and more interested in leather soles as prices are shaded.

Because tanners have kept soakings to a minimum and recent hides have averaged heavy, under 10 iron bends are not too plentiful and will undoubtedly become limited as time goes on. A sudden increase in demand could exhaust supply. Plenty of heavier bends around.

Tanners naturally try to hold close to previous lists but find increased buyer resistance as heavy hides continue price slide. Thus over 10 iron bends are easy at 43-50c range. Some tanners ask more but no sales reported. Better quality 9/10 iron bends quoted around 60c but sales reported around 53c. Tanners ask 62c or a cent or two more for 8/9 irons. Light bends listed at 73c and down but more accurate picture is around 75c and down.

### Sole Leathers

Sole leather tanners in Philadelphia report buyers continue to show some activity. However, many persons do not consider this is what they would call a "solid" business with a

permanent base. Prices quite indefinite, with finding bends going in the 50's and factory bends running from 70c to 85c depending on the weight.

### Offal Hopeful

Sole leather offal tanners and dealers in Boston area report slightly better tone to market this week as compared to last. The price situation remains mixed but, at least, some leather is selling.

As in sole leathers, shoe manufacturers reported interested again in leather innersoles. One larger manufacturer reported to have large block of bellies, indicating new trend toward leather. Tanners hopeful lower leather prices will attract many more.

Price situation muddy but averages are shaded a cent or two below recent levels. Thus both steer and cow bellies can be had at 23-25c with best business around 25c. Single shoulders with heads on find interest in middle 40s for lights; heavies less wanted at under 40c. Double rough shoulders reported soft around 55c. Heads fair at 16-20c as are fore shanks, with emphasis on lower end. Hind shanks very slow around 21c and down.

### Sheep Perks Up

Boston sheep leather tanners report more interest, better sales. Main reason, they say, is lower prices. Result is, many have done better this year to date than in comparable period a year ago.

Best interest centers from Southwest where cowboy boot manufacturers keep demand high. Other manufacturers such as children's, growing girls', novelties do some buying also. Interest from New England picks up.

## BLACK HAWK COW AND HORSE SPLITS

*In All Colors*  
FOR  
**WELDERS' EQUIPMENT  
SHOE GUSSETS  
WORK GLOVES  
SOFT SOLE**



**BLACKHAWK  
TANNERS**  
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with the very finest  
**RING DRIVE WOOD HEEL NAILS**  
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RUBBER HEEL NAILS**



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55 MILDRED AVE., MATTAPAN DISTRICT, BOSTON 26, MASS.  
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Since 1888  
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**KLENZETTE  
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**ORIGINAL  
GENUINE  
Kleenette**  
WASHABLE  
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This tag attached to shoes  
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**A. H. Ross & Sons Co.**  
Chicago 22, Illinois

ADDITIONAL Merchants Carriers:  
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FOR VOLUME  
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IT'S NEW

GOLD-FLEX SOLES

- ✓ tougher than leather...
- ✓ lighter than leather...
- ✓ longer wearing than leather!

A new note in economy for popular priced shoes — offering your customers extra value.

Wears longer than the best leather, keeps shoes shapely and new looking. Extremely flexible and light — needs no breaking in. Damp-proof, to keep feet dry and healthy.

In all iron thickness  
COLORS: Natural and Black  
For stitched or cemented shoes  
Colors well with edge and surface finishes.

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151 ESSEX ST. HAVERHILL, MASS.

SPECIALISTS in SPLITS

SUEDE LININGS  
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GLOVE LEATHERS  
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COWHIDES  
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With pickle skin situation somewhat easier, tanners are able to shade price lists within more attractive brackets. Effect is evident in response from buyers.

Boot linings still pegged around 13-23c for best volume. One tanner does business at 13, 21, 27 and 29c. Shoe linings more around 16-19c with emphasis on lower end. Chrome wanted at 29-30c. Better sales below this. Colored vegetable linings bring 26-27c and down.

#### Calf Spotty

Interest in calf leathers remains not too active as in past few weeks. For one thing, Easter buying is nearing end and cutting has slowed in factories. Some shoemen still need women's weights smooth calf but for immediate delivery. Beyond this, both men's and women's weights not too active except in cheaper grades.

Prices at top levels remain about the same but these have moved very slowly and are mostly nominal. Interest has centered in 60c and below grades and here tanners have done fairly good business. Better grade men's weights at 95c and up are short; plentiful below this. Below this, prices all over the lot.

More interest, sales reported in calf suede this past week. Prices generally at \$1.00 and down with better interest and buying at 90c and below. Price is the factor here with best volume at lower prices.

#### Sides Confused

Side leather picture remains settled in Boston market as hide market continues uneasy. Price pressure constantly a factor with buyers watching hide market decline, seeking more concessions in leather prices. Tanners, of course, try to hold to lists but are willing to make concessions, depending upon leather wanted, size of order, etc.

For the most part, leather in 30-55c price range does best business. Tanners say they can move leather at 40-50c readily enough but there is more pressure for below 40c levels. Tannery run sides do best in high and middle 40's. Better grades meet more resistance in mid-50's.

Combination-tanned, better quality kips and extremes still held to mid-50's but sales made here after a good deal of bickering. Larger sides slow at 40c and below. Army retan does best around 42c and down. Work shoe elk in low 40's and below.

#### Splits Draggy

Price remains big factor in Boston splits market as hide market continues to decline. Generally speaking,

interest remains at previous levels with best business reported in heavy suede splits and work shoe and linings moving only when buyers feel price is right.

Heavy suede splits still listed at 45-47c with tanners having not too much trouble in getting prices as long as demand continues good. Light suede splits another story; better sales around 41c and down. Linings not too active with volume below 20c. Work shoe listed in mid-20's.

#### Glove Leathers Depressed

Buyers ideas on both gloves and leather are definitely down. The breaks in the New Zealand market and the hide market had a depressing effect on leather buyers.

Rawskin buyers are sitting this one out. Asking prices for hair type skins still too high to be profitable.

Not much change in price situation. Asking prices remain about the same but most buyers know they can get concessions with a fair sized order. The only business of any consequence is in the low priced men's field. Iranians and Domestics supply the bulk of the trade. Prices range from 30c down but bulk of business is done at 25c range for smooths and lower for pigtex.

THE OHIO LEATHER CO.

LUXOR

Calfcolors

BLACK JETTA CALF  
WASHETTE  
White and Colors

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- 1402 Locust St.
- LIEBMAN-CUMMING, San Francisco
- 718 Mission St. (Pacific Coast and Orient)
- EDGAR A. HERTZ, One Chesterfield St., Mayfair, London, W.1, England (Export Director)

Tannery and General Offices  
GIRARD, OHIO



## Kid Spotty

Kid leather tanners of Philadelphia find business pretty much the same as last week. Some business in colored glazed but sales have definitely reached their peak. Not too much more expected for spring shades.

Business anticipated for fall in a variety of colored glazed kids but these, of course, will be different in shade than those now in production. Since spring run is just about over and fall run hasn't started yet, present period is rather slow.

Suede has started to pick up in black. A rather large last minute run in white suede but this is just above over.

Slipper still slow. Slipper manufacturers not expected to do any buying for a few months. Cowboy boot manufacturers showing some interest but little buying. For the most part linings are slow. Most tanners report crushed and satin mats as dead.

Price lists not too meaningful at present. Amounts are more or less set by the size of the sale, type of leather involved, rather than asking price. Tanners are not in a position to maintain a rigid price. Rawskin prices still highly unsatisfactory as far as tanners are concerned.

## Belting Quiet

Philadelphia belting leather tanners find business still on the quiet side. Slight increase in business felt by the curriers last week has not been in sufficient quantity to cause them to do much buying. Thus, it has not reflected back to the rough leather tanners.

Tanners say that although they may give quotations on bends which run just about the same as last week, actual buying is done at prices set to the situation. Shoulders run 55c to 65c, depending on weight. There is some business in shoulders. However, curried shoulders are still dead.

Aside from this, curriers find that Feb. has been definitely better than Jan. Apparently southern mills are running a five-day week, on only one shift. It is expected that they will continue to work that way. This makes for some business, but not what had been expected.

Some curriers find prices still a touchy proposition. For the most part, the lowest quoted range of prices is met, but there is still some price cutting going on, mainly on the part of the tanning branches of the big packers.

## AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Sele.	No. 2	No. 3
Batt Bends	1.35-1.50	1.30-1.45	1.25-1.32
Centers 12"	1.66-1.80	1.55-1.74	1.41-1.48
Centers 24"	1.60-1.75	1.54-1.70	1.40-1.47
Centers 30"	1.50-1.70	1.39-1.65	1.29-1.46
Wide sides	1.26-1.45	1.21-1.40	1.14-1.21
Narrow sides	1.19-1.30	1.15-1.25	1.05-1.16
Premiums to be added: extra light plus 14c; light plus 10c; extra heavy plus 5c-10c.			

## ROUGH QUOTATIONS ON BEND BUTTS

No. 1 Heavy 77c-81c	Medium 93c	Light 116
No. 2 Heavy 77c-81c	Medium 93c	Light 116
No. 3 Heavy 81c-85c	Medium 97c	Light 120

## Bag, Case & Strap Off

Tanners have found it difficult to keep up with downward trend in leather values. Wide variations in prices heard in the trade with each production just about bringing its own price. This situation applies particularly to 2½-ounce case and 3-ounce case leather where trade has been slow.

Strap leather lists vary as to tanning and sometimes do not mean much. In some quarters, lists start at 60c on 4 5-ounce strap leather with a 3c spread between grades and each heavier bracket quoted 2c higher or up to 70c for top grade 9 10-ounce. Colors 2c higher than regular russet. Glazed strap 3c higher with B grade 4c less and C grade 6c less.

On natural russet strap sides, one large tanner quoted 56c a sq. ft. for A grade and 53c on B grade, for 5-ounce stock, increasing prices by 2c for each ounce or up to 70c for A grade and 67c on B grade 11 ounce. As low as 51c quoted in one quarter for No. 1 russet strap 5 6-ounce leather.

## Garment Slow

While business is slow and prices tended to fluctuate rather sharply, a little more interest developing in garment leathers. Market is more or less nominal for suede as well as grain garment leathers. Some tanners receiving more inquiries and interest shown may help to stabilize market.

Some business in best grade horsehide leather reported at 36c. Average price figured around 33c.

## Work Glove Mixed

Prices in this market unsettled by declines steadily recorded in raw stock values during past months. Tanners have found it difficult to make downward adjustments on leather prices and buyers were unwilling to make any substantial purchases because they expected still lower prices. However, there was some buying of top No. 1 grade, 1M weight around 17-18c; No. 2's at 16-17c; and No. 3's at 15-16c.

Some say the inside prices are closer to trading levels today and may have been shaded by another cent to book orders for any appreciable quantities. M grade alone was quoted in one quarter at 19c-18c-17c for 1's, 2's and 3's but here too it was admitted these prices were high and have been shaded by one or two cents.

## Tanning Materials Spotty

Trading in Raw Tanning Materials limited for the most part to actual requirements and some price changes were noted. Tanning Extracts firm. Tanning Oils demand moderately active. Quotations generally unchanged.

## Raw Tanning Materials

Divi Divi, Col., 42% basis ship't, bag	\$ 85.00
Divi Divi, Dom., 48% basis ship't, bag	\$ 90.00
Wattle bark, ton	\$105.00
Sumac, 28% leaf	\$105.00
Ground	\$149.00
Myrobalans, J. 1's	\$50.00-\$55.00
Crushed	\$76.00-\$78.00
R. 1's	\$42.00-\$45.00
Valonia Cups, 30-32% guaranteed	\$70.00-\$72.00
Valonia Beards, 42% guaranteed	\$85.00
Mangrove Bark, 30% so. Am.	\$32.00
Mangrove Bark, 38% East African	\$81.00

## Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, e.l.	5.10
Barrels, l.e.l.	5.42

# IRVTAN

## LEATHERS

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Chestnut Extract, Powdered (basis 60% tannin, f.o.b. plant)	
Bags, c.i.	10.92
Bags, l.c.i.	11.65
Cutch, solid Borneo, 55% tannin, plus duty	.08
Gambier Extract, 25% tannin, bbls.	09 1/2 12
Hemlock extract, 25% tannin, tk cars f.o.b. works	.0625
Bbls, c.i.	.06%
Oak bark extract, 25% tannin, lb.	
bbls 6 1/2-6 3/4, tks.	.06%
Quebracho extract	
Solid, ord. basis 63% tannin, c.i.	11 31/64
plus duty	
Solid clar., basis 64% tannin, c.i.	12 3/16
Liquid basis 45% tannin, bbls.	
Ground extract	
Wattle extract, solid, c.i.	
(plus duty) No. African	11 3/4-11 1/2
Wattle extract, solid, c.i.	
(plus duty) East African	11 3/4-11 1/2
Powdered super spruce, bags, c.i.	
65 1/2, l.c.i.	.05 1/4
Spruce extract, tks., f.o.b. wks.	.01 1/2
Myrobalan extract, solid, 55% tannin, plus duty	.10 1/2
Myrobalan extract, powdered, 60% tannin, plus duty	.10 1/2
Valonia extract, powdered, 63% tannin 9 1/4-9 1/2, plus duty	

#### Tanners' Oils

Castor oil, No. 1 C.P. drs. l.c.i.	26 1/2
Sulphonated castor oil, 75%	31 1/2
Cod Oil, Nfd., loose basis	1.25
Cod, sulphonated, pure 25% moisture	.16
Cod, sulphonated, 25% added mineral	.14
Cod, sulphonated, 50% added mineral	.13
Linaeed oil tks., c.i. zone 1	.197
drums, l.c.i.	.207
Neatsfoot, 20" C.T.	.37
Neatsfoot, 30" C.T.	.35
Neatsfoot, prime drums, c.i.	.18
l.c.i.	.20
Neatsfoot, sulphonated, 75%	.20
Olive, denatured, drs. gal.	2.60
Waterless Moellon	.18
Artificial Moellon, 25% moisture	.16
Chamois Moellon, 25% moisture	.13
Common degreas	.14
Neutral degreas	27 1/4-29
Sulphonated Tallow, 75%	.13
Sulphonated Tallow, 50%	.09
Sponging compound	.14
Split Oil	.13
Sulphonated sperm, 25% water	.18
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

## Cite Two Firms For False Advertising

Separate complaints issued by the Federal Trade Commission charge two Lancaster, Pa., shoe manufacturers, The Irving Drew Corp. and Dr. Hiss Shoes, Inc., with misrepresenting the therapeutic properties of their footwear.

The complaint alleges that the firms, by advertising certain brands as "orthopedic," represent their shoes are especially designed to, and will, prevent and correct deformities, disorders and diseases of the feet. Actually, the FTC adds, they are stock shoes and "not so constructed to accomplish the results claimed."

Complaint against the Drew Corp. alleges its use of the word "Health" to describe shoes represents falsely that the footwear will cure and prevent abnormalities and diseases of the feet, correct all disorders and keep the feet healthy. Drew shoes will not perform these functions, says FTC, and its "Kushion-Flex" footwear does not relieve tired, tender or aching feet nor the pains incident to bunions and calluses.

In the complaint against Dr. Hiss Shoes, Inc., it is alleged that the corporation represents falsely that its "Balanced Shoes" provide the wearer with benefits comparable to those derived from personal treatment and prescription of shoes at a competent foot clinic; give a proper distribution of body weight through the different parts of the feet; result in better body balance and posture; cause the feet to function more normally; improve the health of the feet

and the general health; exercise the muscles and alleviate all kinds of foot trouble and their discomforts.

The corporations have 20 days to answer the charges. Each was cited to appear at a hearing before a hearing examiner in Washington, the Drew company on March 17 and the Dr. Hiss corporation on March 19.

## NSMA Breakfast Meeting March 11

The National Shoe Manufacturers Association has scheduled its semi-annual Membership Breakfast Meeting, held in conjunction with the Leather Show, for 8:30 a.m., March 11, in the Sert Room of the Waldorf-Astoria Hotel, New York.

Featured speaker will be Ward Melville, president of Melville Shoe Corp., which operates 575 Thom McAn and John Ward shoe stores in 343 cities of the U. S.

W. W. Stephenson, executive vice president of the Association, will act as chairman of the meeting. Weir Stewart, president, will give the welcoming address and Edward L. Drew, Tanners' Council economist, will speak on the hide and skin market situation.

## Eugene G. Gutmann

... 88, tanning executive, died Feb. 13 at his home in Chicago. He was the founder of Gutmann & Co., Chicago tanner, and had been active in the business during most of the past 50 years since its founding. He had been president of the tanning firm for most of this time. Surviving are a son, Daniel M., also with the firm; a daughter, Mrs. Helen G. Sickle; five grandchildren and two great-grandchildren.

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# HIDE MARKETS REMAIN SLUGGISH DESPITE CONTINUED EASINESS

## Only Real Activity Reported In Big Packer Hides At Lower Levels

Volume business finally developed in light native cows as a result of a little better interest shown on the part of upper leather tanners but packers had to accept reductions by one cent per pound. Two big packers sold light cows, Chicagos bringing 17c, northern points 17½c and light average river points 18c. Some sales at 17½c were made by larger outside independent packers.

A Wisconsin packer sold 1,000 light cows from the Milwaukee area at 16½c and the same seller sold 900 heavy native cows at 15½c. Productions from the Milwaukee area usually sell at discounts from prices prevailing at other northern points because hides usually are from dairy stock, running thin and spready.

Additional sales of St. Paul heavy cows with low grub content reported at mid-week on steady basis of 16½c to specialty tanners. Further interest for light cows and northern heavy cows following above sales and further trading declared possible at above prices.

Production of these selections running large in volume at Chicago, Milwaukee and St. Paul while other points such as on the river and in west have been running more to steers. Movement of cows to market at above three points attributed to marketing of dairy stock as well as fed heifers. Production of calfskins expected to show an upturn during coming weeks and increase the percentage of lighter weights available on the market.

Reported that prices of frigorifico

light hides have declined, sales of extremes, reject extremes and type hides understood made at sharply lower levels to both European and U. S. buyers. Traders here believe that this development will not contribute any buoyancy to our domestic markets for light hides and skins.

### Packer Hides Active

Market very active since lower prices established latter part of last week. All four big packers have been free sellers, moving practically all selections at going levels. Majority of the larger tanning outlets, both sole and upper divisions as well as large tanning shoe manufacturing outlets, supporting the market and making some fair sized purchases.

Trading in light native cows a feature this week. One big packer sold total of 13,000 light cows comprised of Chicagos at 17c while other northern points such as St. Paul, Sioux City and Mason City went at 17½c and light avg. weight river light cows from Kansas City, St. Louis, as well as Indianapolis sold at 18c. Another big packer went along at the new lower basis, selling 1,100 Wichita light cows at 18c and 1,000 St. Pauls at 17½c. An independent Iowa packer sold 800 Ottumwa light cows at 17½c.

Good volume done in heavy native cows from river points at 15½c while St. Paul productions of low grub content moving at 16½c. Substantial trading in heavy native steers on basis of 14c for St. Paul and Milwaukee productions and 13½c for

river points. Premium prices also paid for St. Paul low grub and back salting ex. light native steers and light native steers, one big packer selling 1,750 of these at 21½c and 20c respectively.

Branded selections in better demand and some fair sized blocks of butt branded steers sold at 12c with Colorados going at 11c. Some light average weight heavy Texas steers from such points as Ft. Worth, Lake Charles, Dallas and Oklahoma City sold at a premium of 12½c. Ft. Worth light cows and ex. light native steers sold at 23c. Northern branded cows moving better at 15c. No new sales of bulls confirmed but traders consider market nominally around 11c for natives and 10c for brands.

Including sales made late last week, trading by the four big packers up to midweek totaled 100,000 hides with the outside independent packers selling close to 35,000.

### Small Packers Slower

Buyers not showing too keen interest in small packer hides and tanners purchases more or less selective depending upon productions, average weights, and sections of origin.

## HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	New Ceilings				
Heavy native steers	13½-14	14½-15	15	-15½-34	28				
Light native steers	20	20N	24	37½	31½				
Ex. light native steers	21½	22N	26	40	34				
Heavy native cows	15½-16½	16	-17	-18½-35	29				
Light native cows	17	-18	18	-20½-22	-23	37	-38	31	-32
Heavy Texas steers	12	-12½	13N	15N	31½	25			
Butt branded steers	12	-12½	13N	15N	31½	25			
Light Texas steers	17N	18N	22	35½	29½				
Ex. light Texas steers	19N	20N	24	38	-38½	32			
Colorado steers	11	-11½	12	14N	30½	24½			
Branded cows	15	15½	18	-20½-34	-34½	28½-29			
Native bulls	11	-12N	12	14	24	-24½	20		
Branded bulls	10	-11N	11	13	23	-23½	19		
Packer calfskins	35	-36	35	-37½	40	-41	77½-82½	65	
Packer kipskins	27	-31N	27½-32½	30	-34	58	-60	50	

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Lower big packer prices on light cows had a bearish effect upon tanners and trading involved 52 lb. avg. descriptions at 14½¢ selected for natives with brands at 1¢ less. Lighter hides also eased. While Texas small packers averaging around 40 lbs. were moved at 13¢, buyers inclined to name about a cent lower. Some 42 lb. avg. small packers sold at 16¢.

Heavier hides still plentiful and offerings of 60 lb. avg. small packers at 13¢ difficult to move while 70-75 lb. avg. hides obtainable at 10½¢. Eastern small packer mixed brands

sold at 10½¢. Good small packer bulls sold at 10½¢ selected; others reported at 10¢ and even 9½¢.

#### Country Hides Lag

Scattered sales made here and there at lower prices than prevailed a week ago but volume of business has been rather small. Offerings of country raw stock at 14¢ fairly liberal but not taken. Sales of 45-47 lb. avg. mixed country hides made at 13½¢ flat trimmed fob, and a few cars of 48-50 lb. avg. and slightly heavier types sold at 13¢. Some

straight rendered hides of latter description have sold as low as 12½¢. Tanners now name limits around 12¢. Glue hides sold at 10¢.

#### Horsehides Easier

This market has continued to ease. Following purchases of good untrimmed slaughter horse hides from northern points at \$3.00 fob, shipping points, a few cars of over 60 lb. avg. were sold within the range of \$7.50 to \$7.75 untrimmed, fob. Trimmed hides continue more or less nominal. Buyers' ideas on these descriptions have been around \$6.50-6.75 fob, while sellers talk 25-50¢ higher. New business needed to establish the market on cut stock. Operators who are engaged in cutting whole hides find that fronts are not easy to move at \$5.00-5.25 and butts are also slow selling at \$2.00-2.25 for 22" and up types.

#### Goatskins Scattered

Better trading reported in past week at somewhat lower prices. However, market understood far from weak and many sellers get close to what they ask. Tanners putting on more price pressure.

Late trading of 1200 lb. Amritsars at \$8.75-\$9.00 per dozen c&f, with tanners trying to go below this. Nothing doing in Southern India with market now reported around \$9.00 for 1.70-1.80 lb. skins. Price differences keep Calcutta market at low ebb also.

Genuine Batis, 40 50 10 selection, sold last at \$11.75 for 120 lbs. Bati types, 30 50 20 reported at \$9.50 c&f, for 115 lbs.; up to \$10.00 for ex dock. All other Mocha types quiet with last prices offered around \$9.00. Red Kanos goatskins, 100 lbs., brought \$1.00 per lb., basis Kanos primes. However most offerings now at below 95¢.

#### Dry Sheepskins Spotty

With less domestic shearlings available, a little more interest has developed for foreign skins. Some dry Montevideo 1½-3¼ inch shearlings sold at \$2.00 per skin, c&f, while some 3¼-1¼ inch, not mouton selected, sold at \$2.45 per skin, c&f. Quiet sales in Australian shearlings but due to the range of prices and selections, no details are given out. More offers of Capes but asking prices still too high.

Wool sheep markets continue slow as pullers are out, claiming asking prices too high for their markets especially in view of the wool situation. At the last Australian auctions Melbourne market decidedly stronger

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with burry and seedy types one to two pence Australian currency lower but all other descriptions firm. At Sydney, market was par to three pence lower with the longer lengths wool most affected.

Hair sheep markets slow and nominal. Shade dried Mombasas are nominally held at \$6-6.25 and although these prices are too high for buyers here, not many offers being received. Cape gloves are nominally unchanged with few sales noted here. Brazil cabrettas are salable but at a price, which is below what shippers ask and claim to be realizing in Europe. Dry salted Sudans, Mochas and Nigerians are difficult to quote in absence of sales.

#### Pickled Skins Mixed

A rather mixed New Zealand market. Understand that 5,000 dozen North Island "HBMC" lambs sold at 50 shillings while 3,000 dozen "Westfield" North Island lambs sold at 60 shillings with 62 shillings asked and 1,000 dozen "Islington" Sath Island lambs sold at 59 shillings with other brands at 66/6 shillings. Most freezers have firmed up and generally ask two to four shillings more than last trading basis and unwilling to accept the 50-shilling price. No late sales sheepskins as asking prices above the ideas of buyers here. The domestic market is easier and sales of sheep and lambs reported at \$10.00 per dozen.

#### Reptiles Slow

Very few sales can be confirmed as buyers not aggressive, not too many offers of the wanted descriptions. Tanners state leather business about the same. Too close to Leather Show, March 11-12th, for buyers to do much operating, preferring to wait to get better idea of what will go for Fall and Winter.

Madras bark tanned whips said to be salable at 70c for 4 inches up, averaging 4½ inches, 70/30 selection and 75-76c for skins averaging 4¾ inches with the 4¾ inches alone at 77-78c, but due to lack of offerings, hard to confirm any sales. Small lot of combined averages reported sold at 79c, other offers at 78c failed to interest buyers and based on the above basis, the sale looks high unless either on spot or something special.

Calcutta bark tanned whips, 4 inches up, averaging 4½ inches, 60/40 selection, offered at 55c with some reports that offers at less have failed to interest buyers. Alum tanned ramgodies, 10 inches up, averaging 13/14 inches, 70/30 selec-

tion, offered at 14c but no interest as demand is principally for the wet salted skins. Some interest in lizards but due to lack of offerings, sales lacking. The Brazil market is slow though occasional sales noted with a fair quantity of back cut tejus, 15/55 20/10 assortment and 90/10 selection, said to have sold at 59c. Giboias are slow as no interest evident. Understand that there are about 100,000 Argentine lizards on spot, which are held at 50c per skin for 20-24 centimeters.

#### Deerskins Mixed

The market on Brazil "jacks"

mixed with large tanners stating that they will not pay over 52c fob, basis importers. However, there have been reports of business at 65c, basis manufacturers and 66c ex-dock. New Zealand market firm at \$1.20 cif., while buyers are unwilling to better \$1.10 cif. Not offers from Siam and market difficult to quote.

#### Pigskins Dead

Tanners are still showing very little interest but at the same time, shippers at origin have not come down in their ideas. Manaos grey peccaries are held at \$2.40 fob and blacks at 10c less, basis importers.

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Mol. Wt. 78.1  
M.P. 100°C

Light buff colored solid in flake form. Rapidly soluble in water; slightly soluble in alcohol; insoluble in ether. Also available in solid form.

#### ANALYSIS

Na<sub>2</sub>S 60 to 62%  
NaCl 1.5% Max.  
Other Na Salts 2.0% Max.  
Fe 8 ppm Max.  
Cu, Ni, Cr, Mn, Pb 1 ppm Max.  
Water of crystallization 35% Min.

#### SHIPPING CONTAINERS

Steel drums 90 and 350 lbs. net

#### SODIUM SULFHYDRATE—NaSH

(sodium hydrosulfide)

Mol. Wt. 56.1  
M.P. 55°C

Light lemon colored solid in flake form. Completely and rapidly soluble in water, alcohol and ether.

#### ANALYSIS

NaSH 70 to 72%  
Na<sub>2</sub>S 2.5% Max.  
NaCl 0.8% Max.  
Na<sub>2</sub>SO<sub>3</sub> and NaHCO<sub>3</sub> 0.4% Max.  
Fe 5 ppm Max.  
Cu, Ni, Cr, Mn, Pb 1 ppm Max.  
Water of crystallization 28 to 26%

#### SHIPPING CONTAINERS

Lacquer-lined steel drums 90 and 350 lbs. net

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Understand that buyers' ideas for blacks alone are under \$2.00. Most shippers are not placing a price on their offerings, just soliciting bids, which buyers are not returning. Chaco carpinchos and wet salted capivaras are wanted but due to lack of offerings, trading has slowed up. It would seem that sellers have placed themselves in a very comfortable position on sales here and Europe.

#### Calf And Kip Draggy

A few sales of big packer calf and kip skins confirmed this week. Following a sale of 1,500 St. Louis overweight kip at 25c, about 3,600 Ft. Worth production sold at 26½c. Based on this, northern kip are figured nominally at 31c and northern overweights at 27c.

Calf sales involved 5,000 St. Louis heavies at 36c. Previous sales northern calf were at 37½c for heavy and 35c for light. Best bid on northern light calf reported at 32½c. Small packer skins ranged 30-32c for calf and 25-27c for kip. Country skins in carlots available at 21-22c for calf and 20-21c for kip. Small lots country calf held at 18-20c and kip at 16-18c.

#### Sheep Pelts Down

Sales of Feb. production wool pelts by larger midwestern packers at \$4.50 per cwt., liveweight basis, followed by business at \$4.30-\$4.35 per cwt., liveweight basis. Decline laid to poorer wool business and lower prices on pickled skins.

Some pickled sheep and lamb skins sold as low as \$10.00 per dozen.

Shearlings and clips rather quiet and prices nominal around \$3.50 for clips, \$3.00-\$3.10 for No. 1 shearlings, \$2.10-\$2.25 for No. 2's, and \$1.65 for No. 3's.

#### Northwestern Sales And Earnings Up

Sales of Northwestern Leather Co., Boston, for the fiscal year ended Dec. 31, 1951, reached a record high at \$18,445,714 with earnings at \$554,126, according to the company's annual report. This compares with profits of \$121,659 on sales of \$16,314,436 in the previous year.

A letter to stockholders signed by Ralph L. Pope, chairman of the board, and Theodore L. Tewsbury, president, said, "Notwithstanding the abrupt and severe drop in hide values, we are very much gratified that our future orders were delivered without cancellation or adjustment. While shoe production fell off during the year, the new values for hides and leather when translated to the retail level should result in lower-priced shoes, resistance to substitutes, and increased use of leather."

Current assets were listed at \$3,690,001 with liabilities of \$1,146,607 and working capital of \$2,543,394. This compares with current assets a year ago at \$4,069,802, current liabilities of \$1,511,756 and working capital of \$2,258,046.

#### OPEN GLOVE BIDS

A total of 39 firms turned in bids at the Feb. 14th opening of QM-11-009-52-915, covering 724,000 pairs of Glove Shells, trigger finger, M-1949 deerskin.

Low bidders on Item 1, size large, calling for 581,000 pairs, were as follows:

Milfur, Inc., Milwaukee, 120,000 pairs at \$1.2975. Independent Glove Co., Chicago, 200,000 pairs at \$1.575, 1½% in 20 days. Scholl Mfg. Co., Chicago, 15,000 pairs at \$1.72, 1% in 20 days; 30,000 pairs at \$1.65, 1% in 20 days; and 50,000 pairs at \$1.621, 1% in 20 days. Joseph P. Singer Co., Philadelphia, 50,000 pairs at \$1.57, 1% in 20 days; 50,000 pairs at \$1.59, 1% in 20 days. Northeast Glove Co., Winona, Minn., 66,200 pairs at \$1.47.

Low bidders on Item 2, size medium, 142,000 pairs, were Independent Glove Co., all at \$1.525, 1½% in 20 days; and the Scholl Mfg. Co., 15,000 pairs at \$1.377, 30,000 at \$1.51 and 50,000 at \$1.43.

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# NEWS QUICKS

About people and happenings coast to coast

## Illinois

• **Arthur C. Trask**, head of Arthur C. Trask Co., Chicago, left Thursday, Feb. 6, for a six weeks' trip to Hawaii. He was accompanied by his wife. They sail from Los Angeles on the 15th.

## Ohio

• **Edwin K. Cleveland** of 1331 Hayward Court, Cincinnati, is now handling the Ohio territory for Loewengart & Co., New York tanner, and its subsidiary, Eastern Tanning Co.

• **August "Gus" Boss**, formerly in charge of production at the Irving Tanning Co., Boston, has been named general manager of the Am-O-Krome Co., Cincinnati, new side leather division of Howes Leather Co. of Boston. The plant was formerly a part of the American Oak Leather Co. and now

employs some 110 workers in the production of side upper leathers. Howes reports it is expanding its output of side leathers.

• **Otis E. Fout** has been named general office manager of Prima Footwear, Inc., Columbus manufacturer of women's shoes. Fout was formerly associated in a similar capacity with Selby Shoe Co. of Portsmouth, with which he was associated for the past 29 years.

• **Entroth Shoe Co., Inc.**, Toledo shoe chain, is planning to open a new branch store at 2154 West Central St. in the Colony District of Toledo, it is reported.

• **Signal Chemical Mfg. Co.** of Cleveland has introduced a new leather cleaner and conditioner. It is available in six-ounce, pint, quart and gallon containers. Samples are supplied by the firm located at 11510 Kinsman Rd., Cleveland 4.

## Indiana

• **Brown Shoe Co.** reports it has reopened its plant at Vincennes and started cutting operations on a new line of low-priced work shoes. The plant was shut down for five months after completing an order for Army combat boots. Previously, it had manufactured women's and misses' welt oxfords.

Consumers of leather would likewise be attracted by the periodic entry of new leathers which provide fresh merchandising possibilities to the end products—shoes, handbags, luggage, upholstery, etc.—at prices geared to the mass market rather than what in some instances is being reduced to a "luxury" market only.

## Delaware

• **Jerry D. Shaw** has been appointed manager of a new marketing sales section in Du Pont's Polychemicals Department. Shaw was formerly manager of sales to the paper, textile and leather industries. The latter position has been taken over by Stuart P. Miller, formerly assistant to Shaw. Dr. Albert A. Pavlic is now Miller's assistant.

# WINSLOW

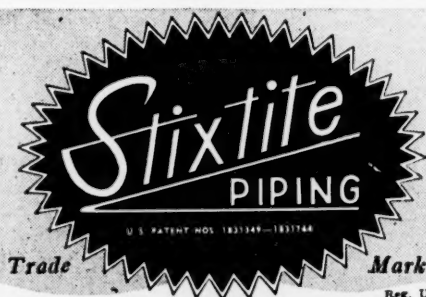


KIDDIE CHROME  
FULL CHROME TANNED  
**LAMBSKINS**

**WINSLOW BROS. & SMITH COMPANY**

STORES: BOSTON, 97 SOUTH ST. • NEW YORK, 15 SPRUCE ST. • CHICAGO, 173 NO. FRANKLIN ST.

*Always Remember:*



**UNITED STAY COMPANY, Inc.** 222 THIRD ST., CAMBRIDGE 42, MASS.

## Massachusetts

- **Bradley Dewey**, president of Dewey and Almy Chemical Co., Cambridge, has been elected a director of W. R. Grace & Co., international industrial and trading concern. Dewey was Rubber Director during World War II and is a past president of the American Chemical Society. He organized Dewey and Almy in 1919 and has been president of the firm since that date.
- **Stone-Tarlow Co.**, Brockton men's shoe manufacturer, will use a co-operative newspaper campaign and national magazines in advertising its "elevator" shoes this year. Emil Mogul Co., Inc., is the agency handling the account.
- **Clemtex Mfg. Co.**, Boston shoe fabrics manufacturer, is offering a new "gimmick" to its shoe accounts. The company will provide sample swatches of Moygashel Imported Irish Linens in various colors to shoe manufacturers who wish to include them in shoe boxes for testing of colors on retailers.
- **Robert Lecraw** has joined Irving Tanning Co., Boston, as sales representative in Maine and New Hampshire. He was formerly associated with Amdur Leather Co.
- **Imperial Slipper Co., Inc.**, Lynn slipper manufacturer, has been dissolved and the business is being liquidated, it is reported. The firm was located at 601 Washington St.
- **Lynn Craft Shoe Corp.**, has been organized to make women's shoes at 266 Broad St., Lynn. Arthur Rubin is principal.
- **George Wightman**, vice president of Northwestern Leather Co., Boston, has been appointed a member of the Leather Industry Advisory Committee by the Office of Price Stabilization.
- **Vanity Shoe Co.** of Lynn has resumed cutting of women's novelty shoes after a long shutdown.
- **Arthur E. Erickson** has joined Heywood Boot & Shoe Co., Worcester, as cutting room foreman. He was formerly with Johnston & Murphy of Newark in the same capacity. Clifford Scott, who held the position with Heywood for several years, is no longer with the company.
- **William Burroughs**, owner of the Fashion Workshop in New York City, has been appointed stylist and designer for Kimel Shoe Co., Boston. The firm is manufacturing a branded line of Arthur Murray footwear in addition to other lines.

• Account of **The Cambridge Rubber Co., Inc.**, has been placed with **Bresnick Co., Inc.**, Boston, for its casual fabric shoe, rubber footwear and Vul-Cork sole divisions.

• **Lin-Rud Die Co.**, Haverhill, manufacturer of shoe machine cut out dies, has appointed Joseph Kay to its sales staff. Kay is a recent graduate of Boston University and is the son of Oscar Kay of Morton Shoes, Inc.

• **Ralph M. Wight** has been named personnel director for Bird & Son,

Inc., East Walpole paper box manufacturer. He succeeds the late Creighton Hill, who died last Dec.

• **Ralph Parker** of 39 South St., Boston, is now handling Loewengart & Co.'s line of flexible innersole splits in the New England territory.

• **Sherman Footwear Co.** of Marlboro has been awarded contract to manufacture 250,000 sea bags for the Navy, according to Charles O'Donnell, superintendent. The firm is also working on other government contracts

## Leathers of Distinction . . .

**Grantan**  
KIPS and SIDES  
LEATHER COMPANY, INC.

*Distributors*

Jefferson Leather Co., 119 Beach Street, Boston, Mass.  
Paul J. Gerwin, 485 So. High Street, Columbus, Ohio  
F. J. Kelly, 918 N. Fourth St., Milwaukee, Wis.  
The John Harvey Leather Co., 50 Wilsey St., Philadelphia, Pa.  
Stephens Leather Co., 406 Main St., Los Angeles 13, Calif.

**ACME, 139 LYNNFIELD ST., PEABODY, MASS.**

**CONTRACT  
TANNING  
of  
SPLITS  
and  
SHEEP**

**CONTRACT  
FINISHING  
of  
ALL  
KINDS**



### AGENTS

GEO. LIMON TANNING CO.  
Peabody, Mass.  
A. J. & J. R. COOK CO.  
San Francisco, Los Angeles  
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Milwaukee  
BIRON & CAHN  
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### AGENTS

JOSEPH B. AYLOR  
Cincinnati  
J. S. NORMANDE  
Fort Worth  
GEORGE J. EBERLE  
St. Louis  
WOLF INTERNATIONAL  
INC.  
Milwaukee

for medical kits and has sublet an order for mattress covers while continuing production of California Casual shoes.

• **Craftsman Machinery Co.** of Boston has announced a new line of "Cramaco" hot stamping and embossing presses for hot stamping or embossing leather, imitation leather, cloth, silk, plastics, paper, books and other items. Information can be obtained from the company at 575 Atlantic Ave., Boston 10.

## New York

• **John K. Minnoch**, executive director of the National Hide Association, was guest speaker at the annual meeting of the National Association of Importers and Exporters of Hides and Skins, held Feb. 14 at Miller's Restaurant in New York City.

• Total of \$425 was realized from sale at public auction of assets of **T. Lewenthal & Son**, New York shoe findings wholesaler, it is reported.

• **M. Stoff & Co., Inc.**, New York footwear wholesaler, has recently

moved from 138 West Broadway to 148 Duane St.

• **Hersh & Back Shoe Corp.**, New York children's shoe wholesaler, has recently moved from 67 Sullivan St. to 148 Duane St.

• Executive and headquarters offices of **I. Miller & Sons, Inc.**, Long Island City women's shoe manufacturer, have been moved to the Empire State Building in New York City. Credit and accounting departments remain in Long Island City.

• **Herman Leff** will become associated on March 1 with Grayson Footwear, Inc., Brooklyn shoe manufacturer, it is reported. Leff will invest \$8,000 to bring the firm's capital stock to \$25,000. Officers will be Seymour Berkow, president; Seymour Stechman, treasurer and Herman Leff, secretary. Leff was formerly with Avon Shoe Co.

• **Recordia Mfg. Co.**, men's sandal manufacturer, has placed its account for newspaper, magazine and television advertising with Franklin & Gladney, Inc., of New York.

• **Regent Cut Sole Co.** has moved into larger quarters at 372 DeKalb Ave., Brooklyn. The firm was formerly located at 20 Ferry St. in New York.

• **Mimmi Galloppi**, president of Felicity Shoes, Inc., recently addressed the New York Association of Younger Shoemen on methods of bringing American styling and technology to shoe manufacturers throughout the world.

• **W. C. Pinckney** has severed relations with Holden & Quick, Inc., New York shoe pattern firm. Pinckney was treasurer of the firm.

• President Moe Rosner of the **New York Superintendents' and Foremen's Association** has announced the appointment of the following committee chairmen for the 1952 business year: **Charles Dinolfo**, Year Book; **Harry R. Levy**, Dinner; **Pat Pisano**, Entertainment; **Jack Moran**, Publicity; **I. William Levy**, Employment and Welfare; **I. Bederson**, Sick; **Lawrence Engel**, Education; **Dave Levinson**, House; **Ed Schwartz**, Hospital Service; **Jules Schneider**, By-laws; **Anthony Serino**, House Rules and Fund Raising; Investigation of new members, **Paul Stuart**. Four new members have been installed. They are **Edgar Liebert**, foreman, **Recordia Mfg. Corp.**; **Burton Joseph**, solicitor for the



**FLEXIBLE  
INNERSOLE SPLITS**

Solid and firm tannage, but mellow enough to channel well.

Uniform natural light color.

Closely sanded flesh side.

Consistently well-trimmed and uniform weight.

Meeting all chemical and physical requirements to make a comfortable and long lasting shoe.



**LOEWENGART AND COMPANY**  
315 FIFTH AVENUE • NEW YORK 16, N.Y.

MANUFACTURERS OF GAIHNA LEATHERS

There are



**50 YEARS** of tanning experience behind  
**CREESE & COOK**  
**FINE LEATHERS**

Sole Selling Agents

**HEBB LEATHER COMPANY**

112 BEACH STREET

BOSTON 11, MASS.

Credit Checker; **Robert Feldman**, representative Garden State Tanning; and **Murray Miller**, cutting room foreman, Oxford Slipper Co.

- **Knemark Mfg. Co.**, Brooklyn manufacturer of shoe polishes, has promoted Joseph Husch to the position of Eastern sales manager. Husch was formerly Middle Atlantic district manager.

- **Ismac Shoe Corp.**, New York City, has filed articles with the office of secretary of state changing its name to **Sandra Footwear, Inc.**

### New Jersey

- G. Jehlen and J. Inzalaco are principals of the newly established **Jehlen Footwear Co.**, 36 First St., Paterson.

### Missouri

- Trustee's petition to accept a sealed bid for sale of personal property in bankruptcy matter of **Littleton Shoe Co.**, Cape Girardeau footwear manufacturer, has been granted by referee. Bid was for \$3,000. First meeting of creditors has been continued to Feb. 21.

- **American Cyanamid Co.** has appointed P. E. Holder as assistant district manager of the St. Louis district for the Industrial Chemicals Division. Holder was formerly a sales representative in the company's Chicago district.

### New Hampshire

- **Dunn Bros.** have been granted authority by the Zoning Board of Adjustment in Manchester to convert a building at 795 Massabesic St. into a shop for cutting and gold stamping of shoe soles.

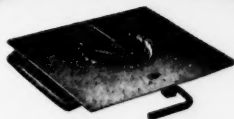
- **Robert C. Erb**, president of J. F. McElwain Co., Nashua shoe manufacturer, was awarded a Distinguished Citizen Award by the Nashua Chamber of Commerce at its annual meeting on Feb. 10. Also receiving a similar award was Senator Estes Kefauver (D.—Tenn.).

### Canada

- Annual convention of the **Canadian Footwear Council and Show** will be held during Oct. in Toronto, it is reported.

- **Louis O. Breithaupt**, president and managing director of Breithaupt Leather Co., Ltd., Kitchener tanner, recently appointed Lieutenant-Governor of Ontario, will be sworn into office on Feb. 18.

## CUTTING, PERFORATING, MARKING DIES



**MANUFACTURERS**  
Cutting, Perforating, Marking Dies.  
Also Machine Knives.

**DISTRIBUTORS**  
Fales Clicking Machines and Seelye Beam Die Presses.



**ALSO**  
Knox celebrated Ribbon Type Stitch Marking Machines.

Write, Wire or Phone

**INDEPENDENT DIE & SUPPLY CO.**  
LaSalle near Jefferson  
ST. LOUIS 4, MISSOURI  
Phone: GRand 2143

Associate  
**NEW ERA DIE CO.**  
Red Lion, Pa.



**VEGETABLE CALF**  
"It's Timber-Tanned"

*Tanners of*  
**SHELL CORDOVAN BUTTS**  
•  
**SIDE LEATHERS**

"Glengarry" and Corrected Grains "Chromexcel" Retan and Waterproof Athletic Goods Leathers

**Horween LEATHER CO.**  
2015 ELSTON AVENUE • CHICAGO, 14

NEW YORK, 38  
HERMANN LOEWENSTEIN, INC.  
26 FERRY ST.

BOSTON, 11  
KAYE & BARNES, INC.  
93 SOUTH ST.

Here are  
**3**  
**SHOE PRODUCTS**  
THAT SAVE PENNIES



**INNERSOLES**  
**PLATFORMS**  
**WEDGIES**

**LYNN INNERSOLE CO., ALLSTON, MASS.**

• **Dean Halleran** has been elected president of the Ottawa Valley Shoe Club. Other officers include R. Letellier, first vice president; A. Spencer, second vice president; P. Whyte, treasurer; Miss L. Tasse, secretary; and G. McDonald, assistant secretary.

• Directors of **Davis Leather Co., Ltd.**, Montreal, have announced that the regular dividend on Class B shares will be deferred owing to continued depressed conditions in the leather market. A letter reporting the situation faced by the company and its

effect upon operating earnings was mailed to shareholders along with last quarterly dividend checks.

• Rising waters of the Back River in Montreal have flooded sections of the South Shore there, including the basement of the **Milmont Fibreboard Co., Ltd.** Close to \$50,000 in damages to machines and materials was reported by the company. Fred Oberlander, managing director, reports the company will exhibit at the coming Allied Products Show in New York March 9-11 provided it can resume production shortly.

# Campello Shanks

MAKE GOOD SHOES BETTER



SOLD WHEREVER BETTER SHOES ARE MADE

CAMPELLO 69, MASSACHUSETTS

## NOVEL INFANTS' CHART

(Concluded from Page 14)

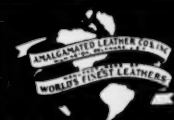
foot in proper position for the size reading. He came up with an amazingly simple but accurate method. Inside the cover of the shoe box is the size chart. This chart (with printed instructions for use) is so placed that the back of the heel and the inner border of the foot rest directly against the side or rim of the box cover. The heel can't move backward over the chart's heel line because of the rim of the box cover. And the same applies to the inner side of the foot. In short, the cover rim "fences in" the foot so that it's in accurate position for the precise size reading.

The Buntees size chart is patented. However, Potvin says that he is willing to grant permission to any shoe manufacturer or distributor to use the shoe box cover size chart provided credit is allotted to his firm.

In addition to the chart on the inside face of the box cover, there is a brief "educational" piece about infant foot development, all of which adds up to good merchandising. Potvin goes even further to get maximum merchandising value out of his shoe box. On the bottom side of the box proper is another piece of alert merchandising—a list of 10 features about Buntees.

In short, the Buntees shoe box is converted from a simple container to a powerful salesman and goodwill ambassador.

—END—



# CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99,

DELAWARE



## TANNERY SAFETY

(Continued from Page 12)

men to handle the truck. 5. A program was started to repair the floors and put them in good condition with a sufficiently rough surface to reduce to a considerable degree, the slipping hazard. A further measure to give the floor a better non-slip surface would have been the use of abrasive granules floated on the surface of the cement when the floors were repaired.

The net result of these measures was a reduction of accidents of this type until they were not a cause of concern. This indicates what can be done when an accident problem is vigorously attacked.

Handling of material accounted for 19 accidents or ten percent of the total. These involved all types of injuries, such as strains and sprains from lifting heavy materials without sufficient help, and strain of arms, shoulders and backs from handling wet hides throughout the eight-hour day. Handling a large volume of raw hides weighing from 50 to 60 pounds resulted in fatigue with consequent strain toward the end of the day.

This condition is encountered in many departments such as the hide house, beam house, tanning mills, color mills and feeding machines.

### Not a Simple Problem

Every effort should be made to eliminate unnecessary muscular effort by proper job procedure to make handling as easy as possible for the men. Also, the use of non-slip materials on platforms and floors, and constant washing to keep them free from slippery grease and flesh to eliminate the slipping hazard.

The next most frequent accident cause was striking against objects involving a total of 17 accidents or 10 percent of the total. The preventives of this accident cause are primarily proper physical condition of the plant, including clear aisles, proper work surroundings to prevent crowded conditions in the working area, and in addition, education of the employee.

The next cause was knife cuts, eight in number, occurring mostly in trimming and splitting of hides with hand knives. Knife guards should be provided on the handles of the knives to prevent the operator's hand from slipping along the knife. A rough contour of the knife handle helps in grip.

There were seven cases of dermatitis, which is a real problem in a tannery. The cases mentioned in-

volved a case of irritation back of the ear, from tan bark—this being aggravated by the ear-piece of the goggles. Several cases were due to the hands being kept constantly moist in the handling of wet hides and leather, making the skin susceptible to irritation by the numerous chemicals used. One case of rash on the arms and neck occurred in the pasting operation where the hides are pasted by hand on large smooth plates.

Preventive measures are thorough cleanliness, avoidance of irritating soaps and washing powders, the use of ointments and emollients, the use of rubber gloves and aprons wherever possible, and close observation of employees to catch the slightest indication of skin irritation so that this may be treated before it spreads. In many cases the only successful measure is removal of the employee, at least temporarily, from the exposure.

There were six cases of wood splinters caused by handling material and contact with wooden benches. Such cases can be eliminated to some extent by the wearing of gloves and planing of benches and other surfaces to eliminate splinters.

There was a total of five machine accidents, one on a setting machine when the roll was closed on the hand; one in the finishing machine, when the operator's hand was caught while he was trying to put leather in the machine and the hand and forearm were pulled in.

These machines are difficult to provide with a practical guard and still allow the operator to feed them properly. There was one jointer accident when the employee was using the machine without a proper point-of-operation guard.

### Proper Guarding Needed

The accidents on embossing and plating machines are caused by lack of effective guarding. The writer has seen many types of guards tried on these machines, and the one that appeared the most effective is the Steinhardt guard, which is interlocked with the power mechanism so the machine cannot start unless the guard is down to the feed table. If the hand is left under the guard the machine will not operate.

All of us familiar with the tanning industry know the extremely serious accidents that have occurred on these machines resulting in the loss of fingers, hands and arms, and even though the protective guard is expensive, it certainly pays for itself over a period of time.

The importance of adequate and proper instruction of employees operating the hazardous machines in the tanning industry cannot be over-emphasized, and strict observance of operating rules should be enforced.

Of a total of five foot injuries, several were toe fractures which could be eliminated by the use of safety shoes.

There were four elevator accidents involving injuries of the hands in closing of the elevator doors, and strain from opening the doors. Part of the solution is care by the operator; another is the installation of fabric straps to close the doors and keep the men's hands away from the point of closure.

In general the maintenance of elevators in tanneries is not as good as it should be. There are very many obsolete installations which are poorly maintained, the doors operating very hard, not closing when the car leaves the landing, and doors not equipped with inside locks to prevent their being opened from the outside.

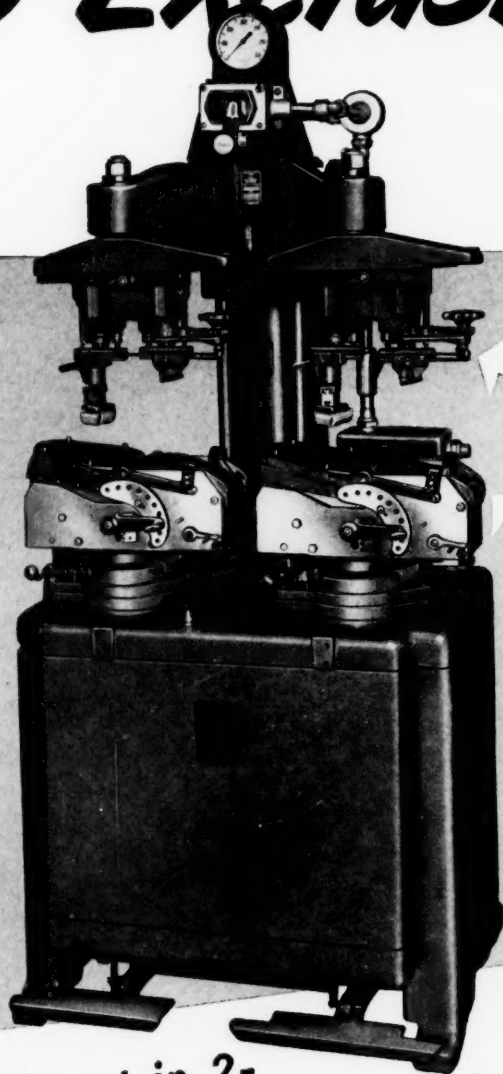
Many of the freight elevators in tanneries are equipped with hand cable controls allowing the elevator to be operated from any one of a number of floors. This is hazardous and has been the cause of serious accidents.

The type of elevator with hand cable control is being eliminated in the city of Chicago, as a new code requirement is that elevators should have door interlocks and be controlled either by a switch in the car, or push

## "PODOMETRICS" IS NOT A CHINESE WORD...

It's a new shoe science dealing with lasts, shoes and feet. A new book: **PODOMETRICS — A New Dimensional Approach to Lasts, Shoes and Feet.** What's wrong with the shape and fit of today's shoes—and what can be done about it. Nineteen thought-stimulating chapters, 100 illustrations. Price \$2.50. The Rumpf Publishing Co., 300 W. Adams St., Chicago 6, Ill.

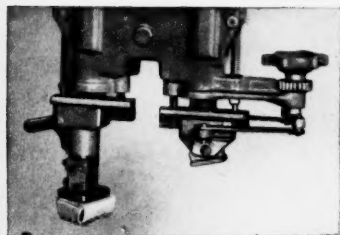
# 3 Exclusive



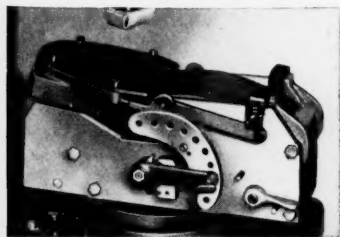
The finest in 2-  
station press equipment for use  
with pressure-sensitive cements

# Features!

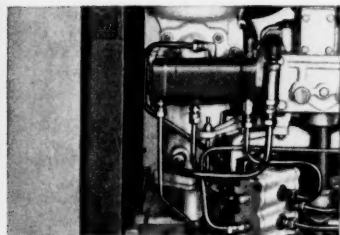
## With the NEW USMC CEMENT SOLE ATTACHING MACHINE—MODEL C



Overhead mechanism  
accommodates all heel heights



Pad boxes can be angled  
to aid operator



Timing device controls time  
under pressure

A versatile, hydraulic machine that offers for the first time on a two-station press these three features —

### 1 **Balanced Pressure**

Toe pads and heel blocks have equalizing means, providing automatic adjustment for all heel heights to give correct distribution of pressure on the shoe bottom.

A slight turn of a handwheel adjusts for changes in shoe sizes.

### 2 **New Improved Pad Box**

This latest type of pad box takes a wider range of sizes, adjusts to more heel heights and gives improved bottom character.

### 3 **Positive Time-Pressure Control**

An adjustable device automatically controls the time under hydraulic pressure, assuring a uniform bonding period for each shoe and permitting *both* stations to be under pressure at the same time. The individual operation of each station permits an overlapping cycle.

While designed primarily for "flat" work, this machine can be used effectively in many cases on shoes carrying conventional Cuban and Louis heels.

Its simple, rugged construction and easy operation make it right for volume production.

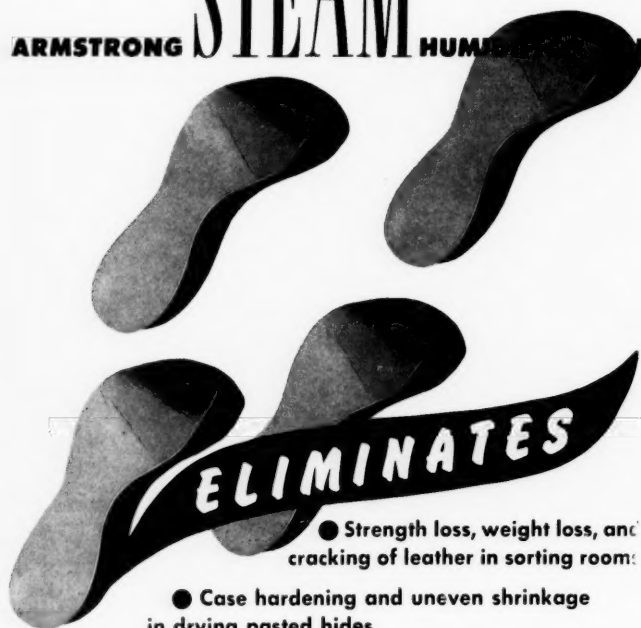
The hydraulic system keeps most moving parts bathed in oil. This and all mechanical features are designed to provide maximum production with minimum maintenance expense.

*For complete details call the nearest United branch office.*

## UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

# ARMSTRONG STEAM HUMIDIFIERS



- Strength loss, weight loss, and cracking of leather in sorting rooms
- Case hardening and uneven shrinkage in drying pasted hides
- Static electricity in Spanish Rubbing
- Costly weight loss when leather is sold by the pound

ADD easy to work upper leather and smooth, uncracked sole and heel leather—and you'll recognize why Armstrong Humidification should be an integral part of your leather processing.

Armstrongs are simple, compact units which automatically provide the correct relative humidity by adding steam to the air. They are installed much like unit heaters. You take no chance, they are unconditionally guaranteed to satisfy or your money back! For full details...



## SEND FOR BULLETIN 1773

—a fully illustrated fact-filled bulletin on Armstrong Humidification; how it works; its benefits and why you get them.

## ARMSTRONG MACHINE WORKS

879 Maple Street, Three Rivers, Michigan



**ARMSTRONG Steam Humidifiers**

button control outside the shaft.

There were five cases of burns; two from lime, one from hot water and two from live steam. The chemical burns were caused by lime leaking through holes in rubber gloves. These should be checked frequently for leakage. One employee was injured by hot water when he put a hot water hose into a sewer, and another employee pulled the hose up to see if the hot water was coming through. It was! The other steam burn case was caused when an employee was removing a jet from a pipe without being sure that the steam was turned off and as a result was burned about his face and hands.

The preventive measures are obvious—these being strict enforcement of the equipment while it is in operation, and the proper setting of the grinding rest to within one-eighth inch distance from the grinding wheel.

### Prompt First Aid

The importance of adequate and prompt first aid for minor injuries is quite evident to all of us, but it is extremely so in a tannery due to the possibility of irritation from the various chemicals used in contamination from the hides. In addition, complete records of minor injuries should be kept and the causes should be recorded.

It is my experience that a great many minor accidents can be investigated with good results.

### Check Listings

In addition to the investigation of the minor accidents requiring only first aid, it is profitable to keep an analysis of these accidents by causes and by department so they can be summarized on a monthly or bi-monthly basis. This will bring to light serious exposures which would not otherwise have been detected.

I would like to conclude with the thought that any analysis of accident experience, important as this may be, is useless unless followed through with definite action. Management, which includes the entire supervisory force, must constantly and aggressively support safety activities of the plant, and by so doing, not only reduce accident frequency, but increase efficiency because efficient production and accident prevention are synonymous.

—END—

## CLASSIFIED ADVERTISING

### Wanted and For Sale

#### Wanted—Small Tannery

WISH TO purchase or rent, with option of buying, small tannery in Canada, preferably Ontario. Equipment must be capable of handling skins. Please submit full particulars. Address B-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Tannery Available

SHEEPSKIN TANNERY FOR RENT OR SALE. Center large city Eastern seaboard. Brick building and machinery in excellent condition. Owner retiring due to ill health. Unusual opportunity. Address B-11, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Suttko Tool & Die Co.

MFR. of patent glove turners; clicker cutting dies; lat. Waxheen for polishing leather or leather products; Prime dressing oil for cutting blocks; leather edge dye staining brush; glove dies; sporting goods dies; shoe dies. Also repair and sharpening dies. Write to 4053-1055 Carroll Ave., Chicago 24, Ill. Telephone Van Buren 6-9112.

#### FOR SALE

Woburn Shaving Machine Model W-390  
Turner Roller Jack Class 0-1005  
Woburn Setting Out Machine  
Summit Splitter 30" Model P  
60 Whole Butt Stretching Frame Unit  
Complete with Track and Stretching Jack  
1 Small Timms-Olsen Testing Machine  
Address X-2, c/o Leather and Shoes,  
20 Vesey St., New York 7, N. Y.

#### For Sale at Low And Attractive Prices

1. DAMAGED BY FIRE AND WATER, WHICH WE HAVE trimmed off all burnt parts with Electric Knife, which we have separated in 3 classes "WHITE DUCK" as follows: Clean with some slightly soiled about 5,000 pounds. 2. About half clean and half soiled, about 2500 pounds, and all soiled about 100 lbs. All are in original Compact Bolts, except that which has been trimmed off where burnt. Price for lot 25¢ per pound or will divide at a price proportionately.

2. UPHOLSTERY LEATHER PIECES: NATURAL BACK—Sorted and Well Trimmed—Size average about 5 by 8 inches—Mixed colors and laid perfectly flat in Bags—15,000 pounds.

3. White Raised design—Bed Spread material—Quite strong and durable—all about 12 inches wide and 5 yards long in rolls—3000 pounds.

4. Black Rubberized Felt. Durable—about 36 inch width in rolls and some light weight in bolts. Heaviest 1/8 in thick, next 1/16 inch.

5. Cotton Coat Padding 1-3 yards long—full width—flat in cartons 2000 lbs.

Ski-Cloth—closely knitted—napped back. About 10 ounce per square yard. Has appearance of 16 ounce to sq. yard. 30 inch width 1 to 10 yards long. Numerous pastel colors. Semi flat folded in bales—3-500 lbs. each.

Textiles of all kinds in remnants and some full stock. Jute Felt-Soft and Jute Platform Felt—Wool Felt White—Imitation Leather 1/4 yd. to 1 1/4 yds. Flat Folded in mixed colors in bundles no sheeting.

A BUILDING FULL OF VARIED MATERIALS AT LOW PRICES

CENTRAL MERCANTILE CO.  
215-221 MILWAUKEE AVE. AT CANAL ST.  
CHICAGO, ILL.

#### Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.  
300 W. Adams St. Chicago 6

#### Help Wanted

##### Horsehair

MANUFACTURER, EXPORTER has opening for a man thoroughly familiar with the purchase of green, salted horsehairs, manes, cattleswitches. Must have selling, export experience. German, French helpful. Address B-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Situations Wanted

##### Hide Man

EXPERIENCED hide man seeks position. \$120.00 per week. Excellent references.

Address B-9,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

## WILL BUY

CANCELLED—UNSHIPPED  
REJECTED OR OVER-STOCKED  
CHEMICALS — DRUGS  
SOLVENTS  
PHARMACEUTICALS — OILS  
PIGMENTS, ETC.

#### CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

#### Use L&S WANT ADS

for quick turnover of odd  
lots of leather and materials

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## Coming Events

March 9-12, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York City.

March 11-12, 1952—Showing of American Leathers for Fall and Winter, 1952. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York.

April 27-30, 1952—Annual Shoe Showing. Sponsored by St. Louis Shoe Manufacturers' Association.

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

May 11-15, 1952 — Popular Price Shoe Show of America. Showing of shoes for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

Aug. 24-27, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York.

Aug. 26-27, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

## Deaths

### Bert Weigle

... 61, leather salesman, died Jan. 9 in Long Island, N. Y., after a six weeks' illness. He had been associated with Laing, Harrar and Chamberlin Findings Co. of New York City, for the past 48 years, having joined the firm in Feb. 1905 at the age of 14. He had covered the Middle and Far West for the firm in the past 35 years and was regarded as one of the outstanding findings men in the country. A veteran of World War I, Weigle was buried with full military honors in Pine Lawn National Cemetery, Long Island, N. Y.

### Francis R. Mosbaugh

... 74, leather chemist, died Feb. 5 at his home in Huntsville, Ont., Canada. A well-known industrial chemist, he was associated for many years with the Anglo Canadian Leather Co., Ltd., also of Huntsville. A native of Columbus, Ind., he formerly operated the Kerr-Mosbaugh Analytical Laboratories there. Later, he was associated with tanning extract firms located in Damascus and Lynchburg, Va. In 1903, he joined Anglo Canadian as chemist and superintendent and was later appointed a director. He was a charter member of the American Leather Chemists Association and served on its Council in 1906-1907. Mosbaugh was active in community and organizational affairs and an active sportsman until recent years. He leaves his wife, four children, a sister and three grandchildren.

### George S. Kropp

... 77, leather executive, died early this month at Roslyn Convalescent Home in Philadelphia. He was head of George S. Kropp & Son, Philadelphia leather and shoe findings firm. Kropp was a veteran of the leather business, having been associated with the industry for the past 65 years. He was a member of the Knights of Pythias. His son, George M., survives.

### Fred A. Goddard

... leather executive died Feb. 8 at his home in Swampscott, Mass., after a long illness. A resident of Lynn for 64 years before moving to nearby Swampscott two years ago, he had been active in the leather business

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for many years until his recent retirement. He had conducted his own leather business in Boston and Lynn. Goddard was a 32nd degree Mason, a director of the Manufacturers'-Central National Bank since 1912 and extremely active in fraternal affairs. He leaves his wife, Charity E.; four sons, four daughters, six grandchildren and three great grandchildren.



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